

GENERAL LIBRARY

SEP 10 1919

UNIV. OF MICH.

No. 10

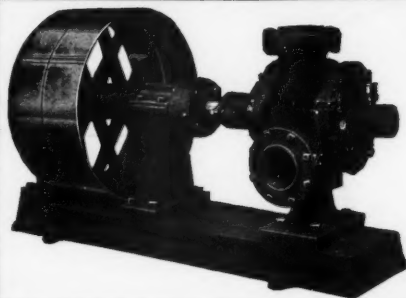
# THE NATIONAL PROVISIONER

NEW YORK AND CHICAGO

PUBLISHED EVERY SATURDAY

SEPTEMBER 6, 1919

Entered as second-class matter, May 12, 1891, at the post office at New York, N. Y., under the act of March 3, 1879.  
Subscription Price: United States, \$3.00; Canada, \$4.00; All Foreign Countries in Postal Union, \$5.00.



## Taber Rotary Pumps

FOR PUMPING OILS, TALLOW, LARD,  
SOAP, GLUE, TANKAGE, Etc.

Hold the World's Record for  
**SIMPLICITY, ECONOMY and EFFICIENCY**

Send Us Your Specifications

**Taber Pump Company :: Buffalo, N. Y.**

Established 1857

## Rohe & Brother

**Pork and Beef Packers and Lard Refiners**

Curers of the Celebrated  
"REGAL" Ham, Breakfast Bacon  
and Shoulder.

Manufacturers of the  
Famous Brand "PURITY" Lard.

GOODS FOR EXPORT AND HOME  
TRADE IN ANY DESIRED PACKAGE

Export Office

344 Produce Exchange

Main Office

NEW YORK

527 West 36th Street

PACKING HOUSES

534 to 540 W. 37th St.

539 to 543 W. 36th St.

547 to 549 W. 35th St.

## THE MODERN BOX



SAVE IN FREIGHT.  
SAVE IN HANDLING.  
SAVE IN NAILS.  
SAVE IN FIRST COSTS.

"NABCO"  
WIREBOUNDS  
for  
Strength  
Security

**NATIONAL BOX CO.**

38th St. and Racine Ave.  
Chicago, Ill.



Send us your specifications now and  
we will prove to you how to save  
from 25 to 40% in traffic charges.

## CHEMICAL & ENGINEERING CO. PACKING HOUSE CHEMISTS Chicago, Ill.

We operate and maintain the largest and most modern equipped Chemical Laboratories devoted exclusively to the Chemical Control of Packing Plants. This service is being used by the most successful Packers, and it will pay you to investigate our proposition.

## "NIAGARA BRAND" DOUBLE REFINED Nitrate of Soda and Saltpetre

MANUFACTURED BY

Established 1840

BOTH COMPLYING WITH ALL THE REQUIREMENTS OF THE B. A. I.

**BATTELLE & RENWICK**

80 MAIDEN LANE  
NEW YORK



## AN INVITATION

Of course,—you will attend the American Meat Packers' Convention, September 15 to 17 at Atlantic City, the world's most famous water resort and boardwalk.

New York City being so close to Atlantic City, we invite the Meat Packers to freely make use of our New York office during their stay in the east. Mail, telegrams, or long-distance telephone calls, will immediately be forwarded on request to Atlantic City, according to your instructions.

When in New York be sure to visit our offices, which are located "right in the heart of things" at 174-176 Pearl St. Packers, not familiar with New York, will find within five minutes from our offices some of the greatest sights of the metropolis.

At our offices you are one minute from Wall Street—the New York Stock Exchange, the New York Curb Market—Equitable Building, Woolworth and Singer Buildings, United States Subtreasury, The National City Bank and the Guaranty Trust Company, the two largest financial institutions in the world.

Broadway is only two blocks away. Old Trinity Church and many interesting sights to please your eyes.

Our offices are only a few minutes from the downtown stations of the Pennsylvania Railroad, Lehigh Valley, Jersey Central and Lackawanna, and we cordially invite you to make this your headquarters and we can assure you of a most hearty welcome.

*"Always at Your Service"*

## THE BRECHT COMPANY

ESTABLISHED 1853

Exclusive Manufacturers of

MACHINERY, EQUIPMENT, TOOLS AND SUPPLIES PERTAINING  
TO THE MEAT AND ALLIED INDUSTRIES

Main Offices and Factories:

1234 CASS AVENUE

ST. LOUIS, MO.

NEW YORK  
174-176 Pearl St.

CHICAGO  
725 Monadnock Bldg.

PARIS  
23 Rue de Rocroy

BUENOS AIRES  
Calle San Martin 201

# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at New York, N. Y., under the act of March, 1879.

Vol. 61

New York and Chicago, September 6, 1919

No. 10.

## PACKERS OFFER CONSTRUCTIVE PLAN

### What Is Needed to Settle the Present Situation

By Thomas E. Wilson, President of Wilson & Company and Chairman of Institute of American Meat Packers.

**EDITOR'S NOTE.**—The following is a signed statement issued this week answering questions as to what the packers need, what is wrong with them, and whither they are going. Taking up the challenge of critics who assert that the meat packers have attacked proposed legislation without offering any constructive plan in its stead, Mr. Wilson proposes an affirmative programme with five distinct features. His statement should be carefully studied, both in the industry and outside of it.)

Meat packers have been accused of attacking every legislative proposal without offering a constructive plan in its stead. It is said that, with so much criticism, the packing industry surely must lack something.

Accordingly, the Institute of American Meat Packers has asked me, as its chairman, to answer three questions:

1. What do the packers need?
2. What is wrong with them?
3. Where are they going?

The following things are needed:

#### What the Situation Demands.

1. An accounting commission, composed of recognized, certified public accountants, divorced from politics, to audit the packers' books every year, and make public an understandable report. Any transgression discovered should be punished under the Sherman Act, the Clayton Act and other corrective laws already existing.
2. A non-political investigative body to examine the meat industry from calf to steak, and give out the facts ascertained, with recommendations for improvements.
3. An advisory conference committee, comprising both packers and producers, with consumers and the Government both represented, to try to stabilize somewhat the relation between supply and demand; that is, to try to anticipate the demand for meat products, and influence the production and shipment of livestock accordingly.
4. A definite determination as to whether producers and other groups are hurt or helped by packers' interests in stock yards. If such interest is helpful it should be continued; if hurtful, it should be eliminated.
5. Some special agency, composed of recognized economists, to report on the causes of the high cost of living.

It is not true that the packers have opposed all legislation concerning their industry; they have supported all measures of a constructive nature; they have done much toward encouraging extension of powers of the Department of Agriculture, and they have advocated many measures relating to the production of livestock and the mar-

keting of products, as well as many other reforms.

Packers have been so engrossed in defending their businesses against misinformed criticism and perilous legislation that they have had little opportunity to formulate reforms which changing conditions require in a period of reconstruction. This is a real calamity in view of the fact that meat packing, in which hundreds of companies are engaged, ranks first among American industries in the total value of its production.

#### What Is Wrong?

The principal thing wrong with the packing industry is a general suspicion that something is wrong.

That suspicion, inflamed at a critical time by misinformed agencies, has diverted some part of our energies and some part of our personnel from our progressive labors. We have been forced into defense while we were planning construction.

Nearly every business, after throwing itself unreservedly into war work, has had a chance to take account of itself; to discover what had been developed under forced draught; what ought to be discarded and what ought to be perpetuated; how its public relationships had been altered and how these relationships might be improved; how service might be cheapened and bettered.

But meat packers have received a chance neither to lighten their labors nor to look back over the ground traversed. They have been kept too busy justifying, defending, explaining—and explaining is a non-productive occupation. What the packing industry most needs is a chance to take stock of itself.

To have expected us to evolve some legislative theory in a crisis is like asking a man who is swimming for dear life with an effective breast stroke to stop and write a treatise on the trudgeon. Imagine such a swimmer having to argue the question in rough water, while his irritated adviser throws rocks at him!

#### Packers Deserve Fair Treatment.

So, what the packing industry most needs is a breathing spell.

It also needs a more kindly, less suspicious attitude on the part of the public.

A disposition on the part of the public to be fair to the packers—not to try them without facts or to condemn them without

proof—would be of benefit to the public itself.

We cannot serve the people as well when we are suspected in advance, accused without having offended, condemned before we are tried, convicted and distrusted at every turn.

Such a public attitude may lower the morale and the effectiveness of every man or woman in the packing industry, from president to office boy. A lowered morale means poorer service, more expensive service. It reacts on principals as well as on laborers. It sometimes makes work half-hearted and it undermines the faculty for wise decision.

So far as I have been able to observe, unjust criticism hurts packers most. A packer becomes discouraged when the public refuses to believe anything in his favor—even if it be attested by the Government.

For instance, our profits and sales are officially recorded and are subject to audit by several departments of the Government. One is easily divisible by the other. But because the quotient shows we make an average profit of less than two cents on each dollar's worth of product we sell, some people believe that these statistics are a sort of buncombe. With such a state of mind continuing, there would be little chance for the public to learn the truth about packers.

That situation—a lack of fairness and open-mindedness—is the first thing wrong with the packing industry. It is also wrong to the packing industry.

#### People Have Been Misled.

Another hurtful thing is the fallacious thinking with which present economic theories are entangled. Just now we are suffering from the high cost of living, and we are turning to legislative nostrums for relief. We are about to treat symptoms instead of causes. Some of the proposals which have been made would serve only to aggravate the affliction.

What the country needs is an economic physician who can distinguish between the malady and its manifestations.

That is particularly true with respect to packers. The people, misled, have lost sight of the fact that the packing industry is merely a processing and distributing factor between the livestock raisers and the purchasers of meat. The raw materials of meat packing, according to census figures, have only 12½ per cent. of their value added by manufacture. Only about 2 per cent. of this increased value represents the packers' rate of profit. Thus the packer has only a negligible relation to the high cost of living—except in so far as he helps to keep it down.

(Continued on page 34.)



## Protests Continue Against Packer License Bills

Hearings before the Senate Committee on Agriculture at Washington on the Kenyon, Kendrick and other measures to license all meat packing concerns continued during the past week, except for the holiday recess, with a solid line of protesting witnesses. These embraced smaller packers, so-called independent packers, cattle and sheep men, live stock traders, the mayor of Fort Worth, Tex., another leading Texas cattleman who repudiated the effort of officers of his state association to commit its members as a body in favor of the bills, and many other witnesses of all classes.

The tide of protest was so strong that advocates of the bill began to complain that witnesses were being paid their expenses by packers to come and testify. This was promptly denied by witnesses present, as was the other "back-fire" charge that one smaller packer who was a witness did not own his own concern. Such tactics are typical of those who see themselves "losing out."

### Suggest Substitutes for License Measure.

If the Senate Committee on Agriculture follows the advice of those who have given the preponderant testimony in the hearings on the Kenyon and Kendrick bills, it will not report either of those bills. It might report a measure creating a board with quasi-judicial powers to settle disputes between sellers of live stock and stock yards. Suggestions that something of that kind might be beneficial were made to the committee during the week by J. C. Dold, president of the Jacob Dold Packing company of Buffalo, and W. B. Tagg, of Omaha, former president of the National Livestock Exchange.

The suggestions were made, not because the men who made them are crusaders, but because the committee members other than Senators Kenyon and Kendrick seemed to desire alternatives for the proposals of the senators whose course seemed to have been set for them by certain wholesale grocers and the Federal Trade Commission.

In substance Mr. Dold's suggestion was that there should be a big board or committee, the members of which should be chosen from all branches of the food trades, including the wholesale grocers, which should hold frequent meetings and advise the people in them as to what should be done. His suggestion was that the big committee, composed of three men from among the grain farmers, the grass feeders, the dry-lot feeders, the livestock commission men, the packers, the distributors, the branch house men, the local butchers, the retailers and the consumers. That big body might select an executive committee of ten.

These suggestions were brought out in a colloquy between the witness and Senator Ransdell of Louisiana, who is by way of being, as he said, a little cotton farmer, having not more than 1200 or 1400 acres. He wanted something constructive, after Mr. Dold said he opposed a license system with authoreratic power resting in the hands of any one man.

### Advantages of Getting Everybody Together.

"A system wisely administered as was the Food Administration during the war is not bad," said Mr. Dold. "At first we did not like what the Administration did, but we got over that, especially when it brought together the packers and the livestock men, 150 or more of them in one meeting. At the first two or three gatherings we had a regular cat-and-dog time of it. There were livestock men in that meeting who had so many things on their chests against the packers that it seemed impossible to get anything done. But the Food Administration kept us together, and before long everything was going smoothly, and I believe that a good many of the livestock men came to the conclusion that, after all, the packers are their friends."

The witness did not profess to have thought out a scheme. He said he was merely thinking out loud. When Senator Ransdell asked him if all kinds of business might not be

organized under such a scheme of getting everybody together, he said the idea was growing on him, and he could see no reason why every line of business should not be so organized.

"There is a situation now, with a runaway market, that certainly needs correcting," said Mr. Dold. "It cannot be done by such legislation as is here proposed. Some plan must be devised to keep prices from going too low for the producer and too high for the consumer. There are times when the packers buy hogs when they know they will lose from one to three dollars per head, simply because they know they must maintain the market, or the supply will be so reduced there will be nothing for them to pack."

### An Answer to Stock Yards Control.

Senator Kendrick wanted to know what a producer of livestock could do to protect himself when he knew that the stock yards to which it would be possible for him to send his animals were all controlled by the same interest.

"He could send his animals direct to a packing plant," said Mr. Dold. "We buy about ten per cent of our hogs that way. We would like to buy more, but the owners of the animals prefer to ship them through the stock yards. We don't care where we buy. We buy in competition with the big packers at the stock yards, and we buy at our own yards."

"Of course I swear at the service charges made at the stock yards, just as the man who buys from me swears at me for what I charge him for a ham, but we pay these charges because we know we could not do the work for ourselves as cheap as we can hire it done. Every man thinks he has to pay too much when he buys and gets less than he really should receive when he sells."

Mr. Dold in turn asked Senator Kendrick what good it would do a livestock man to have a voice in the management of a stock yard, even if he owned one-tenth of the stock and was a director.

"As a livestock man you would appear in your yard once in a while," said Mr. Dold. "As a stockholder you would be there all the time, and you would insist upon charges that would return a good rate of interest on your investment. But you would always know that if you made your charges too high or otherwise operated the yard so as to keep animals away from it, you would lose money. Every one of the packers I know about is willing to buy animals in his own yards, without having to pay yardage or commission on what he buys. The commission man is the fellow who puts on a dollar every day on the price of hogs. He is the man at whom we swear. They are the agents for the owners of the hogs."

The witness said the certain effect of such regulation as was proposed would be to increase the overhead. A probable effect would be to destroy the possibility of a packer obtaining any money from a bank, because no banker would want to lend money on a business which might be closed on the whim of a single man in Washington. There is no condition in the industry warranting such legislation, he said.

### Another Independent Packer Opposes It.

The day Mr. Dold appeared, September 3, was given over to two of the largest "independent" packers, the Dold company and Kingan & Co., W. R. Sinclair, manager for Kingan & Co. appeared for that firm. They opposed the bills as strenuously as the men and companies that are alleged by the Trade Commission to be permitting them to exist "by sufferance."

Mr. Sinclair took up various sections of the Kenyon bill and pointed out their defects. He said if packers were to be licensed all businesses handling meats should be licensed also. He protested against the bills on the ground that they would take away from meat packers and dealers in meat products rights enjoyed by all other citizens and that powers which would be granted government officials would invade the rights of business men. He denied there was any monopoly in the meat

business of America. And he declared that under the wide powers that would be given the Secretary of Agriculture, whoever he might be, would enable him to do as he pleased, with the result that endless and costly controversies between business and the government would ensue.

Mr. Sinclair declared further that under the bills secret processes or formulas would not be protected. He protested vigorously against taking refrigerator cars of the packers away from them, saying Kingan & Co.—which has no connection whatsoever with any of the big packing companies—had bought its own cars for the same reasons the big concerns did: namely, because the railroads would not furnish them and could not take care of them properly. He discussed at length the advantage to producers, packers, merchants and consumers of refrigerator car systems.

"It is generally acknowledged," said Mr. Sinclair in conclusion, "that the prompt and efficient handling of meats by carriers is a vital matter for the successful conduct of the packinghouse business, and therefore a matter of great public concern, affecting both producers and consumers. Such being the case, we trust that Congress will not disturb the present efficient methods that it has taken many years to accomplish, and place the business in the hands of men who have not the knowledge of proper methods and not the interest in maintaining the service that the owners of perishable goods naturally have."

The wholesale grocers came in for a number of severe strictures by more than one witness. Mr. Dold, for instance, suggested that an investigation would show them to be middlemen exclusively, neither producing nor conserving anything. He said they were making a mistake attacking the packers, their competitors, and proposing to have them strangled so as to keep them from competing in the selling of groceries. A number of them had realized that the economic development of their business would be the establishment of chain groceries, so they could do business on the same basis as packers, namely, shipping in carloads all the things a retailer needs.

### Efforts to Cast Discredit on Witnesses.

Several attempts were made during the week to break the effect of the testimony against the bills by suggestions that the witnesses were being coerced by the big packers or were having their bills paid by them. On September 2 the charge was made by Senator Kenyon, reading into the record a letter signed by J. G. Miller of Denver, that Harvey Nuckolls of Pueblo, Colo., "owns enough stock in the Nuckolls Packing company to be able to vote, and that is all." The writer added that the

(Continued on page 25.)

### PACKERS TO DEFEND CAR CASE.

Morris & Company have intervened in the complaints of the National and Southern Wholesale Grocers' associations, in which the latter accuse the railroads of giving the big packers preferential rates and service. The intervention is in favor of the railroads; that is to say, Morris & Company deny that the railroads grant favors to packers who own their brine refrigerator cars, either in rates or service, and desire the opportunity to rebut whatever Clifford Thorne and J. Edgar Watkins, attorneys for the grocers, may bring forward as alleged proof of their contentions. The railroad lawyers, of course, will do that, but the lawyers for the packers will be present to see that the railroads do not admit that things the packers have been given by order of the Commission are conceded by the lawyers for the railroads to be preferences for the traffic of the packers. It would be easy for the railroads, in that way, to get rid of rates and rules the Commission had forced them to put into effect.



## GERMAN VIEW OF WORLD MEAT PRODUCTION

### It Is That Prices Will Never Go Down to Pre-War Level

(Special Correspondence of The National Provisioner.)

Berlin, August 16, 1919.

There are no international statistics on meat production. The only way of obtaining figures is by basing your calculations on the result of the censuses taken of livestock. Naturally, you have to take into consideration the difference of the livestock quota per 1,000 inhabitants, each country having its own standard of production and consumption.

There are reliable figures on the number of slaughtering available from several countries, computed before the war, showing a certain relation between number of slaughtering and number of livestock, disclosing an average quota of meat per animal. By multiplying this quota by the number of animals found by the census, deducting amounts exported or adding amounts imported, you will arrive at the average consumption.

Let us take as a basis the figures arrived at by the Health Division of the national German government. These statistics assume as an annual production of meat per head of cattle 50 kilograms, per head of hog 85 kilograms, and per head of sheep 10.5 kilograms. This gives us the following figures on meat production in the various countries, the year being the one of the latest stock census:

	Year	Beef	Pork	Mutton	Total
Germany	1912	1009	1863	61	2933
European Russia	1911	1244	704	483	2431
Great Britain	1911	698	484	322	1504
France	1911	722	571	172	1465
Italy	1908	232	161	117	509
Denmark	1909	113	125	8	246
Norway	1910	57	29	15	101
Sweden	1911	125	81	10	226
Holland	1910	127	107	9	243
Spain	1911	95	158	165	418
Switzerland	1911	82	66	1.7	149.7

#### Meat Consumption in Europe.

By adding imports and deducting exports you arrive at the following figures, expressing meat consumption in one thousand tons:

	Meat Production	+ Net Imports	- Net Exports	Consumption
Germany	2,933	+ 200	- 3,133	
European Russia	2,431	+ 100	- 2,331	
Great Britain	1,504	+ 1,100	- 2,904	
France	1,465	+ 20	- 1,485	
Italy	509	—	- 509	
Denmark	246	+ 145	- 101	
Norway	101	+ 1.5	- 100	
Sweden	226	—	- 215	
Holland	243	+ 40	- 204	
Spain	418	—	- 418	
Switzerland	149.7	+ 326	- 192.3	

These figures reveal the fact that before the war the nations of Europe annually consumed exceeding 1,000,000 tons of meat more than they produced.

War, at its beginning, increased the demand for meat in the countries at war. The next thing that happened was a change in the origin of the meat imported, the same as in the case of grain and flour. This change is plainly illustrated by the import statistics of England.

England imported from Denmark in 1913, 119,000 tons; in 1914-15, 131,000 tons; in 1915-16, 85,000 tons; from the United States in 1913, 92,000 tons; in 1914-15, 143,000 tons; in 1915-16, 251,000 tons; from Canada, respectively 12,000, 34,000 and 60,000 tons; from Argentina, 437,000, 288,000 and 312,000 tons; from Australia, 265,000, 265,000 and 169,000 tons.

During the following years of the war the tendency of increasing the demand from the

United States, on account of the freight situation, became more pronounced. France, too, turned to the import of frozen meat. There is no doubt that European meat imports, although the central empires were excluded, increased, nevertheless.

The European meat situation became more critical when the submarine warfare practically closed out meat supplies from Argentina and Australia. Then Europe was forced to draw upon her own stock resources. This resulted in considerable reduction of livestock, amounting for cattle in Germany to 18 per cent., in France to about 20 and in Italy to from 20 to 30 per cent., compared with pre-war figures.

In the other countries actual figures are not available, but the decreases were probably from 10 to 20 per cent. In Austria and Hungary they were higher by far, while England shows only a negligible reduction in stock.

#### U. S. Cannot Maintain Meat Exports.

Development of the meat industry in Europe depends upon overseas supply possibilities. Again the United States is the principal factor. War had a stimulating influence upon breeding of stock in the United States. There is a handsome increase in cattle, an increase of almost 50 per cent. in hogs, and only a small decrease in sheep, comparing 1910 and 1919.

There was a proportional increase in the export of meat from the United States. However, while there is an absolute increase in the number of livestock in the United States, there is no relative increase. In fact, relatively there was a decrease. In 1900 there were 660 head of cattle to every thousand of inhabitants; today only 350. The

same relative diminution is noticed as to sheep and hogs.

Accordingly, German exports figure that United States meat exports cannot be maintained at the present high rate indefinitely. In their opinion the growing population of the United States will consume an ever-growing proportion of all the meats produced in that country, leaving an ever-diminishing margin for export.

Therefore, the eyes of Europe are turning to Canada, a country where production may be increased without bounds, while the population is not demanding the lion's share of the production. Argentine, it is expected, will continue to increase her exports. Australia is handicapped by distance.

Some efforts have been made by Brazil. In 1915 she began to export frozen meat, only 135 tons in the first quarter, 820 in the second quarter, 2,400 tons in the third quarter and 5,150 tons in the last quarter. During 1916 she exported more than 30,000 to Europe.

#### German View of Future Markets.

German meat experts think there never will be a return to the old pre-war level of meat prices. Europe will be a good market for meats stored in Australia and Argentine. Europe will be a good market for meats stored in Australia and Argentine. Imports from the United States are expected to decrease gradually. Europe's domestic meat production will increase as soon as fodder is available in sufficient quantity. Export possibilities of countries such as Brazil and South Africa, growing like mushrooms during the war, will assume a slower pace.

The international meat market, as far as supplies are concerned, will again approach pre-war conditions. This approach will come about rather rapidly, it is thought here, but there will be no surplus production. And as long as there is no surplus in sight there is

(Continued on page 37.)

## Crowd for Packers' Convention at Atlantic City

Indications are that there will be a very large and representative attendance of those engaged in and affiliated with the meat industry at Atlantic City, N. J., on September 15, 16 and 17, on the occasion of the Meat Packers' Convention. The more those in the trade think it over, the more they come to realize that this is an especially important occasion. Coming as it does at a vital period in the history of the industry—what almost might be called a crisis—this convention will have an important influence on the welfare of the trade, and everybody in and affiliated with it.

Serious matters will be discussed at the convention sessions, and leading men both in and outside the industry will be among the speakers. The keynote for future activities will be sounded, and there will be much going on that no one can afford to miss.

On the lighter side the preparations are for a program of entertainment, the details of which are now being completed, and with the location of the meeting at Atlantic City offer attractions different from those of any previous gathering. The general committee of arrangements met at Philadelphia on September 4 and went over all details.

Chairman John R. Livezey of the enter-

tainment committee reported details of the big convention smoker, which takes place Monday night at the Blackstone Hotel. Chairman Louis Burk of the banquet committee announced plans for the convention banquet on Tuesday evening at the Hotel Traymore. Both these events are open to all members and associate members. Reservations for the banquet should be made at once by writing to Bayard C. Dickinson, general secretary, Third and Girard avenue, Philadelphia.

Special attention will be paid to entertainment of the ladies, and coupon books will be issued entitling them to all such privileges as roller chairs, bathing, pier attractions, etc. A special theatre party will be given for them on Tuesday evening.

Attendance from all sections of the country promises to be large. The Chicago delegation will have a special train right through from Chicago to the seashore, and other distant points will send delegations in special cars. The convention headquarters are at the Hotel Traymore, where the business sessions will be held. Announcement of convention and banquet speakers will be made next week. Some big men have accepted for both events.

## PRACTICAL POINTS FOR THE TRADE

### PLANNING A SMALL SMOKEHOUSE.

A subscriber of The National Provisioner in New England writes as follows:

Editor, The National Provisioner:

We would like some information, with illustration if possible, of a plan for a smokehouse for a small killing plant. The house to be of cement and brick, with track system.

In planning a smokehouse it should be given just as much consideration as any other part of a packinghouse. One of the first recommendations we suggest would be to have the smokehouse separated from the main building; if possible, have it connected by a passageway from the main building. This will prevent the smoke from coming into the work-rooms, which is a decided

nuisance, as it discolors the walls and also annoys the persons working in the rooms connected with the smokehouse. Having the smokehouse separated from the main building means also a lower insurance rate.

The width, depth and height can only be determined when the quantities of materials to be smoked is known. However, it is good policy to adopt a width which will accommodate the standard smokehouse trees as they are manufactured by the different supply houses.

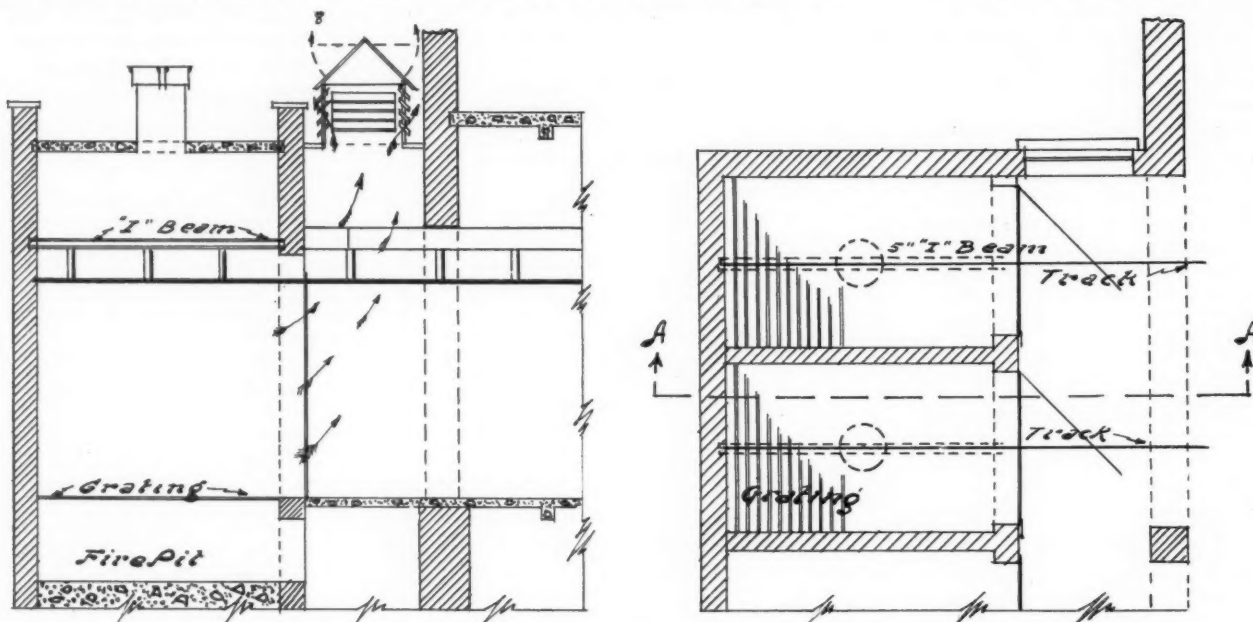
It also depends upon the width of the smokehouse sticks you are now using. If you are using at present a 48-inch smoke stick, this will fit a regular carrier, so accordingly your smokehouse door should be at least 4 ft. 6 in. wide, to allow a little room.

The smokehouse in itself should also be about 6 inches wider; or in other words, a 5 ft. width will easily accommodate the largest tree or carrier, which is 52 inches wide.

The length you can easily determine by figuring out the amount of material to be smoked, and then figuring the amount each carrier will hold. For instance, if two carriers are required, the smokehouse should be the length of two carriers plus some extra room.

The fire-pit should be of from 3 ft. to 5 ft. deep. The door for this pit should be made of suitable steel, and should also have a little shutter in it for regulating the draft, providing the draft is not regulated from the chimney.

(Continued on page 45.)



HOW A SMALL PACKER PLANNED HIS SMOKEHOUSE TO GET RID OF THE SMOKE.



1919

EXHIBITORS

1919

## Exposition Chemical Industries

Coliseum, Chicago

WEEK OF SEPTEMBER 22nd

"At the Sign of the Kettle"

**SWENSON EVAPORATOR CO.**  
CHICAGO

**THE  
NATIONAL PROVISIONER**  
New York and  
Chicago  
Official Organ American Meat Packers'  
Association

Published Weekly by  
**The Food Trade Publishing Co.**  
(Incorporated Under the Laws of the State of New York)

at No. 116 Nassau St., New York City.

HUBERT CILLIS, *President.*  
OTTO V. SCHRENK, *Vice-Pres. and Sec.*  
LAURA B. MCCARTHY, *Second Vice-Pres.*  
HENRIETTA SENNER, *Treasurer.*  
ROBERT G. GOULD, *General Manager.*  
PAUL I. ALDRICH, *Editor.*

**GENERAL OFFICES.**  
No. 116 Nassau St. (Morton Building), New York,  
N. Y.  
Cable Address: "Sampan, New York."  
Telephone, No. 5477 Beekman.

**WESTERN OFFICES.**  
Chicago, Ill., 540 Postal Telegraph Building.  
Telephone, Harrison 476.

Correspondence on all subjects of practical interest to our readers is cordially invited.

Money due THE NATIONAL PROVISIONER should be paid direct to the General Office.

Subscribers should notify us by letter before their subscriptions expire as to whether they wish to continue for another year, as we cannot recognize any notice to discontinue except by letter.

**TERMS OF SUBSCRIPTION INVARIABLY IN  
ADVANCE, POSTAGE PREPAID.**

United States .....	\$3.00
Canada .....	4.00
All Foreign Countries in the Post Union, per year .....	5.00
Single or Extra Copies, each.....	.10

**AMERICAN MEAT PACKERS' ASSOCIATION.**

President, James B. McCrea, Ohio Provision Company, Cleveland, O.  
Vice-President, Gustav Bischoff, Jr., St. Louis Independent Packing Co., St. Louis, Mo.  
Secretary, Robert G. Gould, THE NATIONAL PROVISIONER, New York, N. Y.  
Treasurer, Max N. Agger, John C. Roth Packing Co., Cincinnati, O.  
Executive Committee—Charles H. Ogden, Pittsburgh Packing & Provision Co., Pittsburgh, Pa. Chairman; B. W. Corkran, Corkran, Hill & Co., Baltimore, Md.; Fred. R. Burrows, G. H. Hammond Co., Chicago, Ill.; James Craig, Jr.; Parker, Webb & Co., Detroit, Mich.; James G. Cowrie, Jacob Dold Packing Co., Buffalo, N. Y.; John T. Agar, William Davies Co., Ltd., Chicago, Ill.; J. J. Felin, J. J. Felin & Co., Inc., Philadelphia, Pa.; Albert T. Robe, Robe & Bro., New York, N. Y.; T. Henry Foster, John Morrell & Co., Ottumwa, Iowa.

**DEFICIENT MAIL SERVICE**

Hardly a day passes that The National Provisioner is not in receipt of one or more complaints from subscribers concerning delay in receipt of this paper, or failure to receive it at all. Trouble of this sort is as frequent as during war times, when such things were expected and discounted in advance. But the war was over long ago, the army is almost completely disbanded, and the old excuses for deficiencies in the United States railway and local mail service no longer obtain.

We read in the daily newspapers that Federal postoffice employees are dissatisfied with wage and other conditions, and are more or less active in the general labor agitation which prevails at this time. Whether this is the cause of the present deficiencies in the mail service is not determined. The important fact is that mail service—both first-class and second-class—is less efficient

than it was at the height of the war-time strain.

Carelessness approaching the inexcusable is evident in the handling of the second-class mails. Many subscribers of The National Provisioner fail to receive their paper for several weeks at a time, and instances of missing an occasional number are too numerous to record. Apparently postoffice employees are not above shortening their poorly-paid labors by tossing away occasional pieces of newspaper or magazine mail instead of sorting or delivering them.

The personnel of the United States mail service has always been regarded as an exceptionally faithful class of workers. The degeneration of the service as at present indicated would seem to point to something wrong at the top. Whatever it is, it should be remedied. Meanwhile, if you fail to receive your copy of The National Provisioner, or if its receipt is delayed, write at once to the Third Assistant Postmaster General at Washington, and send us a copy of your letter, so that we may follow it up.

**UNCLE SAM AS RETAILER**

The War Department will go into the business of operating retail grocery and haberdashery shops on September 25, unless something is done by Congress to stop it. Secretary Baker is a government ownership man, hence the suggestion that it will take action by Congress to keep him from using public funds, raised by liberty loans, to set up competition between the government and the men who have paid taxes and who must lay aside a surplus in good times to tide them over periods of depression when there is no profit, or very little.

The war department will go into the retail business under pretense of disposing of its surplus of food, socks, shirts, tobacco and toilet articles. At first it was going to sell that surplus through the Post Office Department, accepting postoffice money orders sent in by buyers who were willing to buy goods in the way boys used to trade knives, "sight and unseen."

Announcement of the intention to open retail stores in zone supply cities was made on August 27. The shops will be opened in New York, Philadelphia, Atlanta, Jeffersonville, Ind., Chicago, St. Louis, New Orleans, Omaha, San Francisco, San Antonio, El Paso, Tex., and Washington.

The idea is that these quartermaster establishments will sell at prices from 10 to 25 per cent. under their competitors who pay taxes and have no way of covering losses except that of borrowing, or getting a job and working for it. If the quartermasters in charge of the shops do not take in as much money as the government paid for the stuff, the difference will be charged

off to profit and loss, and made good from the appropriation for feeding the army.

Coincident with the announcement that shops would be opened came the intimation that when the surplus was gone the government might buy more and distribute the new stock as well. That intimation was given out with a view, it is believed, of throwing a scare into grocers and also of finding out how the public, as represented in Congress, felt about the matter. The thought among the government ownership men was that, the government having made a fizzle of operating the railroads, it might redeem itself by operating a chain of groceries. Losses achieved in the grocery business might be concealed, whereas the loss suffered in the operation of the railroads, thanks to the accounting rules of the Interstate Commerce Commission, always stands out like a wart on the nose. No such accounting rules govern the commercial operations of the army.

All this will be comforting news to retail dealers who have all they can do these days to meet high overhead costs and pay government taxes, and who must prepare to meet this government cut-rate competition. Nobody has any idea that this plan will be permanent, but its exploitation at this critical time may be just the straw to break the camel's back.

**SAVINGS PLAN PERMANENT**

The Treasury Department intends to make the issue of government savings securities a permanent institution. Secretary Glass, by his announcement, makes it clear that the sale of Thrift Stamps, War Savings Stamps, and Treasury Savings Certificates is to be continued not only as an effective means of financing the government and creating the vast amounts of new capital now needed for industrial and trade development, but also as a means of making thrift and saving a permanent American habit.

The announcement was made in reply to an appeal from the National Education Association for the continuance of the sale of thrift securities in order to enable the schools of the country to make permanent the educational movement for thrift in the schools.

Announcement of this financial policy on the part of the government has come in response to a widespread demand from both employers and employees. Each has been quick to see the advantages presented both by the popularizing of habits of thrift and investment in safe and profitable and guaranteed securities. Both employers and employees have pledged wide co-operation and support in the government movement. The meat packing industry has been foremost in fostering this thrift movement everywhere.



## TRADE GLEANINGS

The Sunshine Soap Co., Shreveport, La., will build a \$500,000 soap plant.

The Orangeburg Fertilizer Co. is offering its mill at Fort Motte, S. C., for sale.

W. R. Griffith, Rocky Mount, N. C., will put up a fertilizer plant and oil mill.

Ittabena Oil Works, Ittabena, Miss., has been incorporated with a capital stock of \$600,000.

The Planters' Cotton Oil Co., Dallas, Texas, has increased its capital from \$300,000 to \$400,000.

The Cottonseed Products Co., Louisville, Ky., will rebuild buildings recently burned at a cost of \$50,000.

J. A. Wyman has purchased the Bamberg Cotton Oil Co., Bamberg, S. C., and will operate it the coming year.

J. H. Cottman & Co.'s fertilizer works in Baltimore, Md., has been destroyed by fire. The damage is estimated at \$100,000.

Brown & West, Belton, S. C., have purchased the Broadway Cotton Oil Mill and have leased it to T. J. Martin of Anderson.

The Walter P. Eaton Co., Hamilton, O., have increased their capital from \$60,000 to \$160,000. The Rupp Packing Co. plant was recently purchased by the Eaton Company.

Mt. Olive Oil & Fertilizer Co., Mt. Olive, N. C., has been organized with S. L. Warren, president, M. T. Breazeale, treasurer and J. M. Wallis, manager, with a capital stock of \$25,000.

C. G. Timberlake is now manager of the Hartsville Oil Mill, and Albert Jordan, formerly manager, is assistant to the president of the Hartsville, Timmons ville and Bishopville oil mills.

J. N. Glover, for several years manager of the Marion Cotton Oil Mill at Marion, S. C., has resigned to accept a position with the Rowland Oil Mill at Rowland, N. C. He is succeeded at Marion by C. G. Drumwright.

Word has been received of the death of George Hotchkiss, a pioneer dressed beef dealer, and owner of the packing business of George Hotchkiss & Sons, Norwalk, Conn. Mr. Hotchkiss had been ailing for some time.

E. B. Gunter, Jr., for several years manager of the Farmers' Storage & Fertilizer Co., Aiken, S. C., has resigned, and C. L. McCaslan, formerly with the Southern Cotton Oil Co., at Augusta, has been made manager.

Captain F. S. Evans, formerly president of the Troy Oil Mill, has organized a new mill at Greenwood, S. C., known as Evans Oil & Fertilizer Co. This mill has absorbed the Troy Oil Mill and expects to be in operation in the early fall.

A plant of the Farmers Co-operative Packing Co., Huron, South Dakota, is rapidly being constructed. It will be ready for active operation this fall. The capitalization has

been increased from \$1,000,000 to \$2,000,000. More than 4,500 stockholders are numbered at the present time.

### TO FIGHT SEIZED MEAT CASE.

Application has been made at Toledo, O., by Swift & Company for transfer of the cold storage meat seizure case there from the county court to the federal district court, on the ground that the company is not an Ohio corporation, and that the meat was intended to fill government contracts.

This is a sample of the recent movement to seize stored meats, and the case will be thoroughly aired, so that the facts may be known. The meats were in process of curing, and were not fit for consumption, so that it is contended they could not come under the terms of the Ohio cold storage law limiting storage to six months. They were part of material intended to fill government contracts, and with the end of the war were held awaiting settlement. There was no ground for the charge of hoarding or violation of the state law. It was simply an illustration of misinformed official action in the heat of agitation.

### TO REDUCE LIVING COST.

Recent conferences in Washington between governors of various states and their representatives on the one hand, and federal officials on the other, resulted in public declaration by the conference that the people of the country must cooperate to increase production, and that economy must be practised in buying and consuming necessities if conditions are to be relieved. These things are as necessary as getting after the "profiteers." The statement of the committee of governors said:

"After our meeting with the President and the Attorney General, certain facts are clear:

"1. That all the people of the nation and all organizations should immediately cooperate for the purpose of increasing the production of the necessities of life.

"2. That economy in consumption and care in purchasing the necessities of life are equally important with production.

"3. That every agency of the Federal and State governments should cooperate forthwith to prevent profiteering."

### COST OF LIVING GOING DOWN.

Dispatches to the newspapers from St. Paul, Minn., on September 2, quote an interview with J. Ogden Armour, who was there inspecting his new plant; in which he predicts a downward trend for meat and other food prices. He is quoted as saying: "The crest in the high cost of living has been reached, prices have already started downward and will continue. The drop later will be considerable. Not only will the products of the packers fall, but all other foodstuffs will decline in price."

Strongly made—of tough  
metal—air-tight—dust-proof—

## Heekin Cans

keep lard, liquids and solids in perfect condition. Furnished plain or lithographed with your name and trade-mark.

Prices on Request.

## The Heekin Can Co.

Culvert, New and Sixth Sts.  
Cincinnati, O.

"Heekin Can Since 1901"

**JONES & LAMB CO., Baltimore, Md.**  
**MEAT PACKERS**  
**CORRESPONDENCE SOLICITED**

**PACKERS** who buy our **SPECIAL HAM PAPER** for smoked meat wrapping and Lard Liners, get the **GREATEST VALUE** the market offers.

**WRITE US FOR PLAIN OR PRINTED SAMPLES**

**Hartford City Paper Company**

**Hartford City, Indiana**

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Market Irregular, Trade Unsettled—Hog Prices React, Receipts Lighter, Demand Disturbed by Recent Developments, Export Situation Uncertain.

The developments in the provision market during the past week have shown to a certain extent a marked falling off in the volume of demand for hogs and livestock generally, resulting in very material decline in prices in both cattle and hogs, and also sheep and lambs. This decline is said to be due to the unwillingness of packinghouse interests to buy in any considerable quantity, in view of the tremendous campaign against living costs and the apprehension of much lower prices for products and for livestock generally over the country. Also in apprehension of these conditions the country has been sending forward livestock in a rather free manner.

The stocks of products are large and with the decline in prices there will have to be a material concession made in prices on supplies of products to be disposed of. On the other hand, when the advance came in the spring after destablization there were also large stocks of products, and a material increase of income and profits were received on account of the profits on stored stocks. This will offset the losses which are being made on cuts during the summer, and which are now in store, and on which the concessions are to be made.

Within the past few days there has been a rather sensational change in the market, with a general advance in costs on account of the advance in hogs, also on account of the belief that possibly developments are reaching a point whereby there may be some adjustment in the relation between the cost of livestock and the cost of product. A statement credited to J. Ogden Armour in an interview at St. Paul this week was that the cost of living would be likely to come down, and not only would this affect the packing

house products but the cost of all other articles. Such a statement naturally had a good deal of effect, as this means that one of the leaders of the packing industry sees the tendency of the times and is evidently making preparation to meet such developments.

In connection with the possible supply of hogs to come late in the season there was a rather sensational statement made by a western statistician during the week. This statistician has made up a report of the number of hogs in the country. The number amounted in round numbers to about 63,000,000, or about 2,000,000 less than last year, while the trade has been looking for an increased number of livestock in the country.

This idea of the increased number was based on the report in the early spring by the Agricultural Department, claiming an increase in the number of young cattle and pigs in the country, and the number of births during the winter and early spring, which pointed to a decided increase in the number of livestock this year compared with last. The report which was published in the late spring indicated a total supply of hogs in the country about 9,000,000 in excess of last year, while the private report recently issued shows a total of 2,000,000 less, indicating a change in the supply of about 11,000,000 compared with the early spring promise. Either the report in the spring is incorrect or the report now needs readjustment.

In connection with the possible demand for hog products, particularly foreign demand, a very important statement was made within the last day or two by Mr. Hoover at Paris. He was speaking of the high prices and the excessive living costs, and stated that the wharves and warehouses of northern Europe were crowded with provisions, mainly meats and fats, from all parts of the world, forwarded in order to be sold to the Central European powers as soon as trade relations were established. These sections were unable to buy in any considerable quantities, due to the position of the money market and the

position of exchange, and there was danger of a large amount of these accumulated stocks spoiling if they could not be disposed of soon. This statement bears out the information which has been coming out from time to time from other sources that there was a tremendous movement of supplies in order to fill the expected European demand, and that when trade relations were resumed there would be ample supplies accumulated in the contiguous countries to meet all possible needs.

The position of the exchange market has continued to be a very serious factor in the export business again the past week, and will continue to be. With the position of exchange in Central European powers so low that they have to pay \$5 for \$1 worth of American goods, there is very little possibility of their buying in any large volume, and the position of other European countries is very serious. The discount on English exchange is so very serious that there is a marked effect on the entire shipping problem.

A statement recently made by the National City Bank showing the position of the exchange market is a most important showing of the handicap which export trade has to deal with in the Central Empires. The statement follows:

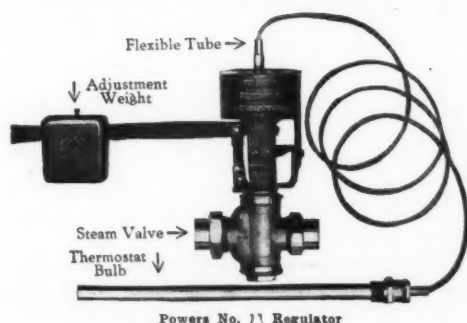
	Unit Ex. Rate	Ex. Rate	Discount
	Value, July 30.	Aug. 27.	from unit par.
Germany	.2382	.6250	79.0%
Italy	.1930	.1168	45.9%
Belgium	.1930	.1345	37.8%
France	.1930	.1370	35.2%
England	4.8665	4.3656	12.8%
Switzerland	.1930	.1785	8.5%
Holland	.4020	.3775	7.6%
Denmark	.2680	.2225	18.8%
Norway	.2680	.2375	13.8%
Sweden	.2680	.2475	9.0%
Spain	.1930	.1930	1.0%
Argentina	.9645	.9615	4.2%
Japan	.4885	.5080	4.2%

**PORK.**—The market was very quiet and easier. Mess \$52@52½; clear \$56@61; and family, \$53@54.

**LARD.**—City, 27¼c, nominal; prime Western, 27¼@28¼c; Continent, 32c; South American, 32¼c; Brazil, kegs, 33¼c; compound, 27¼c, nominal.

**BEEF.**—The market was dull and easier. Mess, \$27@28; packet, \$28@29; family, \$29@30; East India, \$53@54.

SEE PAGE 31 FOR LATER MARKETS.



N. 11 Lever and Weight type. Also made with spring adjustment. Other Regulators for other purposes—every one a proved success.

## Removes All Danger of Over-scalding Hogs

The difficulty of keeping Hog-Scalding Water at the right temperature is entirely removed by the use of Powers Thermostatic Regulators.

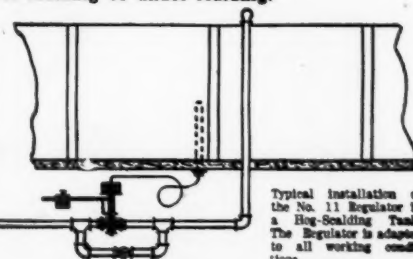
Hand regulation of heat means over-scalding or under-scalding.

Cut and mutilated skins, extra rail scrapers, extra expense, disturbance of routine, all result from lack of automatic control.

Powers Regulators hold the temperature steady all the time.

Applied to the Scalding Tank, the Powers Regulator does the same good work. It is always a fuel and labor saver.

Ask for Bulletin 139, and learn more about this modern way of avoiding your present difficulties.



Typical installation of the No. 11 Regulator in a Hog-Scalding Tank. The Regulator is adapted to all working conditions.

**The Powers Regulator Co.**  
Specialists in Automatic Heat Control

964 Architects Bldg., New York, 2153 Mallers Bldg., Chicago  
375 The Federal Street Bldg., Boston  
The Canadian Powers Regulator Co., Ltd., Toronto, Ont.

**A BANKER ON THE H. C. OF L.**

W. F. Gephart, vice-president of the First National Bank of St. Louis, discussed the solution of the high cost of living recently in an interview given to the St. Louis representative of The National Provisioner, and declared that if all the profiteers were put in jail, all the storage houses emptied, and all the government food sold, only temporary and insignificant relief would be afforded. Mr. Gephart has just returned from a business trip to Chicago, Buffalo, Detroit, Cleveland, Toledo, New York, Philadelphia, Pittsburgh, Akron, Columbus, Dayton, Cincinnati, and Youngstown. From his investigation of conditions he made the following statement:

"The present agitation against profiteers in food supplies and clothing is a very natural result of the continually increasing high level of prices of all kinds. The cost of food and clothing directly affects all classes of people, and so high have the prices of all grades of these commodities become that the spirit of rebellion has begun. The solution of the present problem of the high cost of living is as complex as the causes of it. It is a time for sober thinking and procedure in the adoption of remedies. It has been truly stated that there is no more simple solution which will immediately change the fundamental economic conditions that have brought about the present situation.

"There are some minor differences of opinion among authorities on this question as to the causes and remedies, but all agree as

to the basic reason for the present high level of prices.

"1. There has been an unprecedented demand during the past five years for food and clothing.

"2. The capital and labor of the larger part of the world have been expended during the past five years in the production of war supplies, most of which have disappeared in use; that is, these commodities have been consumptive goods, which in a single use are gone, and will have no further productive power, as in the case of a machine. Labor and capital have expressed themselves in ammunition and other war supplies which blow up or are destroyed in a single use. Thus capital and labor have not, for the purposes in view—namely, winning the war—been misdirected, but, in an economic sense they have both been productively employed, for war is primarily destructive and not productive. Thus, the stock of capital and labor has, to all intents and purposes, been reduced.

"3. There has been an enormous increase in the volume of money and this has had a marked effect on the price level. The money in circulation in the United States increased from \$3,333,000,000 in 1913 to \$5,500,000,000 in 1918, and bank deposits from \$13,000,000,000 to \$25,000,000,000, both corresponding in general to the rise in prices. In the world, excluding Russia, the money in circulation has increased during the war from \$5,000,000,000 to \$45,000,000,000 and bank deposits in the fifteen leading countries from \$27,000,000,000 to \$75,000,000,000, an increase of almost 200 per cent. The money supply of the world, excluding Russia, is more in its

face value than all the gold and silver mined in all the world since the discovery of America. There has resulted, therefore, a considerable inflation, and the dollar has shrunk in its purchasing power. Wages of all kinds have been increased to meet the situation, but this increase in wages increased the cost of production and so around the vicious circle. There are many other factors, such as the slowing up of industry, a decrease in saving since the armistice was signed, the marked tendency to extravagant expenditures on the part of many classes, and other minor contributing causes.

"4. The European demand for food and clothing has greatly increased the price of the commodities in our markets; that is, the demand has increased proportionately greater than the supply. It is a popular saying that the law of supply and demand has not been in operation. On the contrary, it has never been working harder.

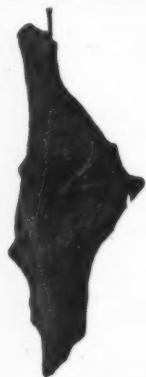
"Nor is the situation peculiar to the United States. This country has emerged from the war in a stronger financial and industrial position than that of the other great nations; nor has the increase in price levels been as great in the United States as in some other nations. Statistics show that the increase of prices in the leading nations are as follows, in the order of the least increase: India, Australia, United States, Canada, Japan, Sweden, Switzerland, Italy, Holland, England, Norway, France, Germany, Austria and Russia. What then is the solution? Is the present agitation against profiteers worth while? In the first place, there is no prospect that the present price level will be greatly reduced in the immediate future. This, however, does not mean that the United States is entirely free from profiteers and that some good may not be accomplished by their prosecution, but it does mean that the profiteer is not responsible for the prevailing high level of prices.

"Nor should an indiscriminate movement be made against the storage of foods. Food of a seasonable and perishable character must be stored in times of production, not only to secure a supply for the season of non-production, but also to equalize the price. The whole subject of storage should be placed under careful regulation. Only a few states have adequate storage laws. Such laws should place a limit on the time, during which an article may be stored, and should also require the labeling of cold storage goods so that the public may know what they are getting.

"There is no magic remedy for our present ills. If our exports of foods should decrease, as is promised, if we become more productive, if we save more and spend less, and if the European people get to work and do likewise, the present high level of prices will recede somewhat. However, it is probable, that a revolution in prices has been and is occurring, similar to that which occurred in the sixteenth century, and to a smaller degree at other times since that date. If this is true, there will be needed a considerable readjustment of wages, salaries and all kinds of income to adjust them to the new condition of price levels.

**PACKING PLANT FOR ALLIANCE.**

After considering the situation as outlined by R. E. Plumb, the well-known packing-house expert, and D. F. Sweet of Chicago, the Community Club of Alliance, Neb., has endorsed Mr. Plumb's plan for the erection of a packing plant at that strategic point in western Nebraska. This proposition was started some months ago, but was not endorsed because those behind it were not practical men. Mr. Plumb, who is a packing-house manager with plenty of experience, looked over the ground and recommended the project, and under his direction and that of his associates a \$1,500,000 company will be formed to build a plant at Alliance.



## BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette  
Cloth and Bags for Covering Meat

WRITE US FOR INFORMATION AND PRICES

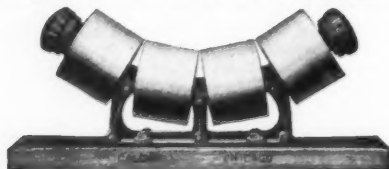
**WYNANTSKILL MFG. COMPANY**  
TROY, N. Y.



## BUCKET ELEVATORS

We design and build BUCKET ELEVATORS complete with STEEL CASINGS for handling bone, fertilizer, coal, and similar products of packing plants. Buckets fitted to chain or flat belt.

## BELT CONVEYORS



### Caldwell Belt Conveyors

are heavy rigid construction for hard service. Send us your specifications so we may quote you prices. We manufacture a complete line of

ELEVATING, CONVEYING AND POWER TRANSMITTING MACHINERY

**H. W. CALDWELL & SON CO.**

CHICAGO: 17th St. and Western Ave.  
NEW YORK: 50 Church St.



# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW.**—The market has been influenced by developments in other oils and fats. While there was some improvement in prices at the close of last week the tone of the market this week has been distinctly easier and it has been a case where concessions have been made in order to move goods. With vegetable oils and lard declining there has been no change for an advance in tallow. There has been moderate pressure on the market while the demand has been rather disappointing from soap makers and general pressers. The heavy decline which has taken place in all oils and fats from the mid-summer high has been reflected in the tallow markets which was off fully 4c per pound. Quotations: City Prime, 16½¢ now. Special loose, 17c.

**STEARINE.**—The action of the stearine market has also been against values. The demand has been light and to sell concessions have been made with a rather liberal volume of offerings on the decline and demand restricted by the heavy decline in lard, and apprehension of a restriction in the demand for compound and consequently in the demand for stearine. Quotations follow: Oleo, 19@20c.

SEE PAGE 31 FOR LATER MARKETS.

**OLEO OIL.**—Trade quiet and prices barely steady. Extras are quoted at 31½@32c, according to quality.

**GREASE.**—The market was dull and steady. Yellow, 14¼@15c; house, 14½@15c; brown, nominal.

**NEATFOOT OIL.**—Market dull and weaker. Prices are quoted, 20 cold test, \$1.80 @1.85; 30 degrees at \$1.65@1.70, and prime, \$1.35@1.40.

### GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, Sept. 4.—Quotations on green and sweet pickled meats, f.o.b. Chicago, loose, are as follows:

Regular Hams—Green: 8@10 lbs., ave., 31c.; 10@12 lbs. ave., 30¾c.; 12@14 lbs. ave., 30½c.; 14@16 lbs. ave., 30½c.; 16@18 lbs. ave., 30½c.; 18@20 lbs. ave., 30½c. Sweet pickled: 8@10 lbs. ave., 31c.; 10@12 lbs. ave., 30¾c.; 12@14 lbs. ave., 30½c.; 14@16 lbs. ave., 30½c.; 16@18 lbs. ave., 30½c.; 18@20 lbs. ave., 30½c.

Skinny Hams—Green: 14@16 lbs. ave., 32c.; 16@18 lbs. ave., 32c.; 18@20 lbs. ave., 32c.; 20@22 lbs. ave., 31¾c.; 22@24 lbs. ave., 31½c. Sweet pickled: 14@16 lbs. ave., 32c.; 16@18 lbs. ave., 32c.; 18@20 lbs. ave., 32c.; 20@22 lbs. ave., 31¾c.; 22@24 lbs. ave., 31½c.

Picnic Hams—Green: 4@6 lbs. ave., 21½c.; 6@8 lbs. ave., 20¾c.; 8@10 lbs. ave., 20¼c.; 10@12 lbs. ave., 20c. Sweet pickled: 4@6

lbs. ave., 21c.; 6@8 lbs. ave., 20¾c.; 8@10 lbs. ave., 20c.; 10@12 lbs. ave., 19¾c.

Clear Bellies—Green: 6@8 lbs. ave., 34c.; 8@10 lbs. ave., 32c.; 10@12 lbs. ave., 30c.; 12@14 lbs. ave., 29c.; 14@16 lbs. ave., 28½c. Sweet pickled: 6@8 lbs. ave., 33c.; 8@10 lbs. ave., 31c.; 10@12 lbs. ave., 29c.; 12@14 lbs. ave., 28c.; 14@16 lbs. ave., 27½c.

### FOREIGN COMMERCIAL EXCHANGE.

New York, September 5, 1919.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days	4.14½
Cable transfers	4.17½
Demand, sterling	4.16½
Commercial, sight	4.16½
Commercial, 60 days	4.13½
Commercial, 90 days	4.12½
Paris—	
Commercial, 60 days	8.33
Commercial, checks	8.29
Bankers' cables	8.25
Bankers' checks	8.27
Amsterdam—	
Commercial, sight	36½
Commercial, 60 days	36½
Bankers' sight	37
Bankers' cables	37½
Copenhagen—	
Bankers' sight	—
Bankers' cables	5.50
Antwerp—	
Bankers' checks	8.52
Bankers' cables	8.50
Berlin—	
Bankers' checks	4.45
Bankers' cables	4.50

### PROTESTS AGAINST PACKER BILLS.

(Continued from page 18.)

committee could "pin him down" if it wanted to. The charge was that the "big five" owned that company. Kenyon suggested that the letter afforded ground for the committee asking witnesses to be sworn.

Henry Veeder, as chief counsel, stepped to the committee table to say that Swift & Company, did not own a single share in the Nuckolls company. He added that Mr. Nuckolls was present, if the committee desired to "pin him down." The committee did not appear to desire to engage in such an operation, so Mr. Nuckolls stepped up.

"It is absolutely false that the big packers own either directly or indirectly, or have any interest whatsoever in the Nuckolls Packing Co. The concern is owned by my brother and myself."

Senator Kendrick was active that day in suggesting that the big packers were paying the expenses of witnesses. The witnesses denied the insinuations to that effect. Coit G. Campbell of Omaha said he wanted the committee to know that he was making the protest in his own behalf, not because he is so greatly interested in livestock, but because he is a dealer in canned vegetables and dried fruits. Additional legislation, he said, would

mean merely added expense. A license system, he said, is all right in theory, but it will not work in practice, except to increase the expense of doing business.

"I believe we have too many laws now, anyway," he exclaimed. "If we have any more we will have to hire ten lawyers to run every salesman."

### Texas Cattlemen Repudiate Leaders' Opposition.

Marion Sansom, of Fort Worth, member of President Wilson's advisory committee on packing plants, said that two-thirds of the membership of the Texas Cattle Raisers Association are opposed to the bills, notwithstanding the fact that the executive committee had adopted a resolution favoring the legislation. He said the committee had acted before it knew what the Kendrick and Kenyon bills meant to the industry. The statement contradicted letters and telegrams Senator Kendrick had read into the record. He said, the packers should be encouraged to enter the retail field because they are efficient and would reduce prices to the consumer. Meat retailers are charging gross profits of from fifty to 100 per cent.

T. F. Hughes, secretary of the South St. Paul Live Stock Exchange, said he had not heard complaints that farmers could not deal in the South St. Paul stock yards. He said he knows of no reason why they should because they are at liberty to go into the yards and do their own selling.

As to packer cars Mr. Hughes urged that the railroads should be required to furnish enough to meet the demand, but that the private ownership now in effect should not be disturbed. His opinion is that the railroad employees will not handle the refrigerator cars the railroads may furnish as efficiently as do the traffic men of the packers, but that is no reason why the efficiency of the packer management should be destroyed.

### Small Packer Fears Blow from Such a Law.

As the representative of a small packing concern, having a capitalization of only \$1,500,000, and a surplus of \$1,800,000, Patrick Brennan, president of the Independent Packing Company, protested against the legislation on the ground that it would hit the little man a relatively harder blow than the big one. He said that his company grew from a capitalization of \$125,000 in 1905 to its present capitalization and sales last year amounting to \$27,000,000 in competition with the big fire, right "at their home base" in Chicago.

Robert J. Kleberg, manager and part owner of the "million acre ranch" at Kingsville, Tex., wondered how long it would be if such legislation was enacted, before there would be more men on the government pay roll than were working for themselves. The paternalistic trend, as he called it, was not to his

Telephone, Rector 6236

Cable Address, "Overseas"

# NEW YORK OVERSEA CO., Inc.

17 Battery Place  
New York

MASON HARKER, Manager Import Department

## AUSTRALIAN and NEW ZEALAND

### MEAT PRODUCTS: TALLOW GREASE CANNED MEATS HIDES

### PREMIER JUS OLEO OIL FROZEN MEAT SKINS

## SOUTH AMERICAN

### TALLOW VEGETABLE OILS PREMIER JUS WAXES

Head Office: CHRISTIANIA

London  
Copenhagen  
Rio de Janeiro

Stockholm  
San Francisco  
Buenos Aires

Genoa  
Hong Kong  
Valparaiso

Las Palmas  
Calcutta  
Maranham

Funchal  
Tokio  
Batavia

Durban  
Melbourne  
Surabaya

Wellington  
Sao Paulo  
Christchurch

liking. The big packers had always treated him fairly and competed sharply for what he had to sell.

Mayor W. D. Davis of Fort Worth, appearing at the head of a delegation, protested against all phases of the proposed legislation, because of the openings for abuses when the meat packing industry should be overrun by political appointees.

**Wyoming Sheep Men Protest Such Legislation.**

In behalf of sheep men of Wyoming, the state Senator Kendrick in part represents, Judge E. Richard Shipp protested against trying to turn this country into an imitation of Germany, with the words "verboten" written over everything.

"We've got laws enough to cover the activities of any crook ever born," said the judge. "We have so many laws now nobody knows what to do. It seems to me that it is time to quit making laws and enforce those we have. We went to war with Germany on account of that word 'verboten.' Such bills as the committee is now considering seek to say

to the business man 'it is forbidden' for a lawyer to have an interest in a grocery or stock in some other kind of concern. The cattle we raise in the West would have but little value if the distributing system of the packers were destroyed or damaged. The producers cannot put their products into the hands of consumers except through the facilities that have been established."

#### Suggestions for Co-operative Regulation.

The suggestion of Mr. Tagg, hereinbefore mentioned, is for the creation of a board fashioned after the Interstate Commerce Committee, to settle disputes between livestock men and others interested in the meat business. In addition he made the following proposals:

(1) Provide by laws for the selection of at least one-third of the directorate of each public stock yards from the ranks of practical shippers and live stock producers; disregard ownership of the yards but make it possible for the growers and sellers of live stock to know details of the yards' owner's policy.

(2) Compel the railroads to build more re-

frigerator cars; do not disturb the ownership of those now built. Permit those who now own private cars to continue to carry their burden and reap the benefits.

(3) Confer no discretionary powers on any government bureau or agent; if regulations are necessary, draw them up into laws and leave no arbitrary authority to individuals or boards.

Discussing the proposed board of appeals further, Mr. Tagg argued that it should be made up of live men; a shipper-producer, a consumer, a stock yards representative or commission man, and a packer with the fifth, the chairman, representing the government's interests. But the board should have only administrative powers, and should serve in a judicial capacity, he said. He counselled strongly against permitting such a body to have powers to license the industry. The proposed licensing plan was fundamentally wrong, Mr. Tagg declared.

With respect to taking away the refrigerator cars from private ownership, the witness said: "It is comparable to slowing up the fast horse of a team instead of prodding the slower one into greater speed. Why handicap the firms owning such cars? Don't 'hobble' them. Make the railroads supply cars sufficient to meet the needs of the smaller shipper."

Mr. Tagg asserted that in scores of cities throughout the country promoters were using the Federal Trade Commission's report on the investigation of the five large packers as "selling talk" for the organization of new meat packing plants and wholesale grocery concerns. Some of these, he said, were wholly "wildcat" propositions.

#### Cattlemen Criticize Consumers for Extravagance.

Interjecting some sharp advice and warning to city dwellers as to meat prices, Western stockmen on August 29 laid before the Senate Agricultural Committee further protests against the Kenyon-Kendrick bills to regulate the packing industry.

"I'm going home and tell my neighbors that we'll have to curtail production to the point where consumers will eat the whole beef carcass," said Geo. T. Donaldson, president of the Kansas State Live Stock Association. With J. H. Mercer, Cattle Commissioner of that State and others, he said, he had been investigating the distribution of meats in all the larger Eastern cities.

"Right in your city of Washington," he told the committee, "I've found the headquarters of beef selling to the retailer for 8 cents a pound and selling to the consumer at 32 cents. We learn there are 700 places here where meat is sold, and we think that 100 would be ample, and reduce the cost to consumers, too."

#### Poor Opinion of Trade Commission.

Mr. Donaldson opposed the regulatory measures, and Senator Kenyon asked him if he had read the Federal Trade Commission report on the subject.

"I have," replied Donaldson, "and I regret to say I haven't as high a regard for the Federal Trade Commission as an American citizen of my age ought to have."

#### Cattleman Resents Talk of Influence.

"Most of the testimony taken during the last week from producers has been highly favorable to packers," Senator Gronna of North Dakota pointed out to E. P. Meyers, of Hyannis, Neb., "and we are hearing a good deal about the possibility that the packers might have induced you all to come. Did anybody pay your expenses, or do anything else to get you to come down here for them?"

"I'm not in favor of the packers," Mr. Meyers retorted. "I'm speaking in my own interest. Cripple the packing business, license it and add to its cost of operating and you hit me, because the excess cost will have to come out of the producer."

A. E. Stryker, secretary of the Omaha Live-stock Exchange, said that he met "hundreds of shippers every week and never heard one word in favor of any scheme of broadening Government control over industry." He estimated that independent packers bought 750,000 hogs out of 3,000,000 shipped to the yards last year.

## ROGERS BROWN & Co

HOGG BLDG.

SEATTLE, WASH.

CABLE "ROGBRO"

New York

Chicago  
Los Angeles  
San Francisco

Kobe, Japan  
Shanghai, China  
Darien, Manchuria

Liverpool

WHEN YOU ARE IN THE MARKET FOR

Peanut Oil    Cocoanut Oil    Soya Bean Oil

Sesame Seed Oil

Oil Seeds    Beans    Peas

Vegetable Tallows

Consult with us. We will  
be glad to place the facilities  
of our organization at  
your service.



## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**Market Unsettled, Prices Lower, Demand Quiet, Export Position Uncertain, Exchange Serious.**

The action of the oil market during the past week has been distinctly in the line of lower levels, prices breaking heavily on Thursday, with record trade since the market reopened. Cottonseed oil has been weak and under pressure with a disappointing demand at the decline. The situation has been emphasized by the action of other markets and the developments as to the supplies on the other side, and the developments in the foreign exchange market.

The pressure on the oil future market has been pronounced. Offerings have continued large and the selling pressure has been directly influenced by the more favorable reports as to the cotton crop, and by the possibility of difficult conditions in the export trade, and also in disposing of the shipments already made on consignment to the other side.

The oil market has now broken below 20c for the late winter and spring deliveries, while the near positions are down very sharply. From the high point of August, Oct. oil showed a loss of 545 points; November a loss of 570 points; December a loss of 675 points; and January a loss of 661 points. Compared with high prices on the crop October shows a loss of 715 points; November a loss of 760 points; December a loss of 880 points and January a loss of 806.

The decline this week was attributed quite

largely to the action of the provision market at the West, and to statements coming from both Mr. Armour and Mr. Hoover. Mr. Armour, in an interview at St. Paul, predicted lower prices for food products, while Mr. Hoover in his statement in Paris said that there were large supplies of foodstuffs accumulated in the ports of northern Europe largely on consignment and shipped from all sections of the world in expectation of an immense demand from the Central Empires, which, however, could not buy the materials offered, owing to the depreciated currency, and there was grave danger of considerable portions spoiling as a result of these conditions. Such a development means naturally that the fresh demand for all kinds of produce which is now pressing for sale on the other side will be very limited, and that until the exchange conditions improve there is likely to be a very limited demand.

The seriousness of this phase of the financing of exports has been dwelt upon for weeks by The National Provisioner and conditions are not improving in this respect but with the further weakening in exchange rates the difficulty of doing business is further increased. The trade has but to watch the daily quotations of the foreign exchange market to realize how serious the conditions are and how very difficult it will be to do business in any volume, for the minute a large amount of commercial bill or other bills come on the market there is no power to absorb these offerings owing to the limited export ability of the countries shipping. In Germany the conditions have for weeks past been

such that only a small portion of the actual purchases could be paid for in cash and the balance was paid for where business was done in bank credits payable in a year and owing to the uncertainty as to the standing of the German banks it has been extremely hazardous to make the trades as there was no way of discounting the bank credits here.

The recent developments in the cotton crop have been favorable and the government indications pointed to a larger outturn than the August 1st estimate. Some are beginning to feel confident that with the late fall there will be an opportunity for a crop nearly as large as last year, although whether such a possibility develops is for the future to determine.

The position of other vegetable oils has been one of weakness. There has been a marked decline from the mid-summer prices in all oils. Concessions have had to be made of several cents from the extreme high and owing to the general attitude of competing oils this week there has been a further recession of oil prices of all kinds. Some of these oils are off 2 to 5c per pound from the extreme high. While considerable quantities of export oils have been financed by bank credits from time to time it is claimed that a good deal has been shipped on consignment and will be a factor of serious importance in the final disposition of the oil on the other side.

Reports have again been current of important quantities of oil pressing for sale in the Far East, but such statements are contradicted from time to time. Nevertheless there seems to be evidence of these oils offer-



## ASPEGREN & CO.

Produce Exchange Building  
NEW YORK CITY

Barrels

Tank Cars

Steel Drums

Tins

**Agents**

in all the

**Principal Eastern**

**Cities of the U. S. A.**

Also all the

**Principal European Cities**

SOLE SELLING AGENTS FOR

**Portsmouth Cotton Oil Refining Corp.**

Portsmouth, Va.

**Gulf & Valley Cotton Oil Company, Ltd.**

New Orleans, La.



**LAW & COMPANY, Inc.**

FORMERLY

**THE PICARD-LAW CO.**

Consulting, Analytical, Engineering

**Chemists**

AND

**Bacteriologists****Expert Vegetable Oil  
Chemists****AND SPECIALISTS IN ANALYSIS OF  
CATTLE FEEDS****PACKINGHOUSE PRODUCTS  
FERTILIZERS****FUEL, LUBRICATING OILS  
AND BOILER WATERS**Main Laboratories: **Carolina Branch:**  
**Atlanta, Ga.      Wilmington, N. C.**

ing on the coast at least sufficient for the present demand. While the conditions have been developing as stated there have on the other hand been evidence of inquiries on the market for important quantities of oil for export, but whether these bids could be accepted or not is another question. It is stated that the orders in the market on Saturday on Hamburg amounted to 60,000 barrels, but unless there has been a radical change in the ability of the Central Empires to pay, it will mean long time credits, and a great deal of uncertainty of the final result if the transactions go through.

**COCOANUT OIL.**—The market was quiet with consumers showing little interest due to weakness in Cotton oil and prices were weaker. Manila oil is quoted at 15½@16c in sellers tanks f. o. b., the coast. Ceylon domestic, 17½@18c, tanks; Cochin, bbls., 19½@20c.

**SOYA BEAN OIL.**—Consuming demand is dull and the market easier in all quarters. Sellers' tanks from the coast were quoted at 14¾@15c. Spot is quoted at 17@18c, nominal.

**PALM OIL.**—The market was quiet with the undertone easier. Prime, red spot, —, nom.; Lagos, spot 17@17½c; to arrive, —; palm kernel, 18½@19c, in bbls.; Niger, 16¼@16¾c.

**PEANUT OIL.**—Crude oil is nominal. The market was dull and about steady. Oriental oil was quoted at 22½c, sellers' tanks, f. o. b., the coast. Spot is quoted at 28@29c, nom.

**CORN OIL.**—The market was rather quiet during the week with prices about steady. Crude oil is quoted at 17½@17¾c.

**COTTONSEED OIL.**—Market transactions:

SATURDAY, AUGUST 30,  
Holiday.MONDAY, SEPTEMBER 1,  
Holiday.TUESDAY, SEPTEMBER 2,  
Market closed active but weak.

	Sales	High	Low	Range	Closing Bid	Asked
Spot	.....	.....	.....	.....	23.00@	.....
September	.....	.....	.....	.....	23.00@	.....
October	13.00	23.84	23.00	23.05@23.30	.....	.....
November	11.00	21.50	20.50	20.50@20.60	.....	.....
December	.....	.....	.....	19.72@19.90	.....	.....
January	3.00	20.65	19.90	19.70@19.75	.....	.....
February	.....	.....	.....	19.70@20.05	.....	.....
March	.....	.....	.....	19.70@20.25	.....	.....
April	.....	.....	.....	19.70@20.25	.....	.....
Total sales 2560 P. Crude S. E. 20.00-21.00.						

WEDNESDAY, SEPTEMBER 3,  
Market closed active but weak.

	Sales	High	Low	Range	Closing Bid	Asked
Spot	.....	.....	.....	.....	22.00@	.....
September	.....	.....	.....	.....	22.25@27.00	.....
October	10.00	23.00	22.25	22.35@22.50	.....	.....
November	15.00	20.44	19.70	20.00@20.10	.....	.....
December	11.00	19.70	19.00	19.25@19.32	.....	.....
January	2.00	19.70	19.34	19.20@19.50	.....	.....
February	.....	.....	.....	19.30@19.75	.....	.....
March	.....	.....	.....	19.40@19.75	.....	.....
April	.....	.....	.....	19.40@19.75	.....	.....

**SOUTHERN COTTON OIL COMPANY***Crushers and Refiners of Cottonseed, Peanut and other Vegetable Oils***SNOWDRIFT**Scoco and Kneedit  
—vegetable shortenings**Wesson Oil**"77" CHOICE SALAD OIL "44" CHOICE BUTTER OIL  
"88" CHOICE WHITE OIL "22" YELLOW COOKING OIL*Crude Mills throughout the Cotton States, Refineries and Plants at  
Savannah, New Orleans, Memphis, Chicago, Bayonne  
New York City Office at 120 Broadway*Total sales 3500 P. Crude S. E. 19.00-20.00.  
THURSDAY, SEPTEMBER 4,

Market closed barely steady.

Spot	.....	.....	21.25@	.....
September	.....	.....	21.90@27.00	.....
October	43.00	22.00	21.00	21.00@21.30
November	22.00	19.85	18.95	18.90@19.05
December	39.00	19.11	17.95	17.97@18.05
January	34.00	19.00	17.95	18.00@18.05
February	.....	.....	18.00@18.25	.....
March	.....	.....	18.00@18.30	.....
April	.....	.....	18.00@18.35	.....
Total sales 13800 P. Crude S. E. 17.00-18.00.				

**SEE PAGE 31 FOR LATER MARKETS.****NEW ORLEANS MARKETS.**

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 4, 1919.—Opening seed prices about \$60 per ton in this territory. New crop crude rapidly declining; offered immediate delivery today at 17c.; September, 16¼c.; later positions, 16c.; few buyers. Seven per cent loose cake offered at \$67.50, shipside, New Orleans. Loose hulls, \$9; sacked, \$13, New Orleans. Markets unsettled and nervous.

**TEXAS COTTON SEED GRADES.**

Texas oil mill men, farmers and ginner have agreed on cotton seed grading specifications as follows: No. 1. Seed contain not over 6 per cent. dirt and immature. No. 2. Seed contain 7 to 14 per cent. dirt and immature. Price deduction at one-half of 1 per cent. for each 1 per cent of dirt or immature above 6 per cent. No. 3. Seed contain 15 to 30 per cent. dirt and immature. Deduction at three-fifths of 1 per cent. for each 1 per cent. dirt and trash above 6 per cent.

**EXPORTS OF OLEOMARGARINE.**

Exports of oleomargarine from the port of New York for the week ended August 9 are reported as totaling 267,121 lbs., of which 151,850 lbs. went to the United Kingdom, 29,564 lbs. to the West Indies, and 22,422 lbs. to Belgium. Total exports from New York for the period since July 1 were 1,140,658 lbs.

**HARDENED EDIBLE OILS**

MADE FROM

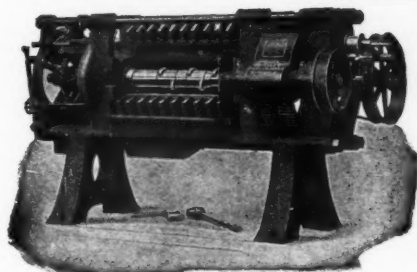
**VEGETABLE OILS OF ALL KINDS****Oils Hardened to Order****The American Oil Treating and Hardening Co.****CINCINNATI, OHIO, U. S. A.****The Procter & Gamble Co.***Refiners of All Grades of***COTTONSEED OIL****Boreas, Prime Winter Yellow  
Venus, Prime Summer White  
Jersey Butter Oil  
Aurora, Prime Summer Yellow****Puritan, Winter Pressed Salad Oil  
White Clover Cooking Oil  
Marigold Cooking Oil  
Sterling, Prime Summer Yellow**

Refineries:

{ WOODDALE, O.  
PORT IVORY, N. Y.  
KANSAS CITY, KAN.  
MACON, GA.General Offices:  
**CINCINNATI, OHIO**  
Cable Address: "Procter"

# THE ANDERSON OIL EXPELLER

A New Departure in the Oil Pressing Business  
Can be used for **COTTON SEED, PEANUT or SOYA BEAN** Pressing



The Anderson Oil Expeller.

## BETTER THAN HYDRAULIC PRESS

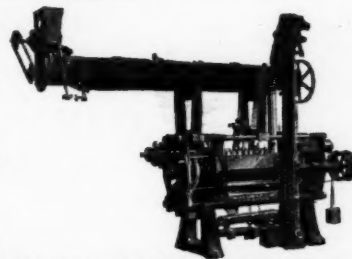
because of

1. Superior quality of oil and cake or meal.
2. Great saving in cost of production.
3. Greater simplicity in method of manufacturing.

Manufactured by

**THE V. D. ANDERSON COMPANY**

Cleveland, Ohio, U. S. A.



Side Drive Oil Expeller, With Foots Elevator and Tempering Apparatus.

### FARMERS SEE ADVANTAGES OF OLEO.

The following speaks for itself:

Florence, Ala., August 29, 1919.

Editor The National Provisioner:

I have just received the enclosed copies of resolutions demanding the repeal of the revenue licenses and taxes upon oleomargarine, adopted respectively by the annual meetings of the State Farmers' Co-operative and Educational Unions of Oklahoma and Louisiana.

The adoption of these resolutions indicates a rapidly growing interest of the farmers of the South in the continued enlargement of the uses of vegetable oils as a food.

The American Consul at Odense, Denmark, under date of May 27, 1919, reports that "The outlook for the export possibilities of dairy products is greatly improved. . . . The increase in milk production and the increased use of margarine here now make it possible to export greater quantities of dairy products."

Yet in this country the big butter makers are constantly endeavoring to maintain a prejudice of farmers against the oleomargarine industry, constantly encouraging the farmers to waste three-fourths of the food value of their skim-milk, instead of developing the margarine and filled-cheese industry where the full food value of large quantities of this skim-milk may be conserved.

But the farmers of the South, at least, are beginning to understand that if hundreds of millions of pounds of their vegetable oils can be advantageously used in Denmark, Holland, England and other countries in the production of margarine and the conservation of the skim-milk in these countries, such industry, if freed from the revenue burdens and dangers, could be advantageously developed in the South, and that it could be greatly enlarged in the big dairy sections of the country to the advantage both of the farmers who produce the milk and of the farmers who produce the oils.

Yours truly,

JOHN T. ASHCRAFT.

The Louisiana resolutions are as follows:

Whereas, the Congress of the United States some years ago enacted legislation imposing a heavy tax upon the sale of oleomargarine when colored as butter is colored, and heavy licenses upon manufacturers and all dealers in such oleomargarine; and

Whereas, oleomargarine has come to be recognized as one of our most important American foods, and its value as a food has been determined by chemists and other scientific persons to be equal to if not superior to butter; and,

Whereas, the tax and license imposed by

these unjust and indefensible laws amounts to a rank discrimination against the farmers who grow the products out of which oleomargarine is manufactured, and a rank discrimination against the millions of city consumers who desire to purchase and use a delicious and wholesome food manufactured under government inspection and guaranteed to be sanitary and pure, at a reasonable price; and,

Whereas, there is at this time a feeling of unrest and discontent growing largely out of the high cost of living; therefore, be it

Resolved, by the Louisiana Division of the Farmers Educational and Cooperative Union of America, in annual session at Opelousas, this the fifteenth day of August, 1919, that in the interest of fair play, justice and right we demand that all such taxes and licenses be repealed by law, and the people be given an opportunity to purchase this wholesome food in its most palatable and attractive form, and to use it without restriction or discrimination; and be it further

Resolved, that copies of this resolution be sent to our Senators and Representatives in Congress and copies be given to the press.

The resolutions of the Oklahoma Farmers' Union are as follows:

Whereas, the value of our vegetable oils as food has long been established, and in spite of this restrictive laws are still in force against their sale and use; therefore, be it

Resolved, by the annual meeting of the Farmers' Union of the State of Oklahoma in convention assembled this twentieth day of August, 1919, at Clinton, Oklahoma, that we demand the immediate repeal of special taxes, penalties and restrictive laws now imposed upon these oils and their by-products, and that they be given the same treatment in legislation as the animal fats and their products.

### ASK COTTON MEAL REGULATION.

Texas cattlemen are becoming alarmed at the rising cost of cottonseed meal and cake, chief articles of winter feed for stock in Texas, and have appealed to the Federal authorities in the hope of action that may reduce prices, or at least check the steady advance. Cattlemen of the Texas Panhandle have sent, through officers of their association at Amarillo, a telegram to Attorney General Palmer, in which it is asked that prices be fixed for cottonseed, and the suggestion is made that last year's prices are satisfactory and should be high enough to return fair profits to the farmers. The cattlemen's telegram follows:

"In pursuance of needful measures to curb rising prices and the increased cost of living, no commodities are more worthy of attention than cottonseed meal and cake. Speculative prices made by some oil mills and others in advance of the maturing of the cotton crop indicate a price of \$43 a ton for seed, protein cake \$72 to \$75 a ton f.o.b.

mills, as against Government controlled price of \$57 last year. Reports are current that the rising price is based on anticipated heavy exports to continental Europe, and taking the years just preceding the war as criterion, Germany purchased 50 per cent of the exports of these commodities.

"Texas cattlemen had been urged to increase the beef supply as a strong factor in winning the war, and heeded these appeals. The war ended twelve months earlier than expected, causing big decline in the primary cattle markets. The cattlemen are carrying over large herds, fed through last winter, on account of the slight sales and demand, which herds must be fed again during the coming winter, and unless cracked cake, the indispensable feed on the open ranges, is held within reasonable bounds, further and greater disaster awaits the livestock industry of the Southwest. Last year's prices could be re-established at big profits to farmers, manufacturers and all concerned, and action should be taken now before cotton begins moving to avoid injury to vested rights.

"If deemed expedient, re-establish license system with fixed minimum prices. The least that could be done would be the declaration of an embargo against all exports of cottonseed meal and cake until such time in the approaching season as will prove conclusively that domestic requirements have been fully met, and many millions of cattle safeguarded against loss upon the open range the coming winter. Quick, timely and aggressive action is earnestly urged."

### TO CONFER ON BUSINESS PROBLEMS.

The vital problems of business, multiplied by post-war and industrial developments, will be discussed at a national conference to be held in Chicago September 8 and 9 under the auspices of the Illinois Manufacturers' Association. The sessions will be at the Congress Hotel.

Trade and industrial associations in every line have been invited to appoint delegates, and to participate in what is believed will be a meeting of moment, inasmuch as it will enable business to present concretely its attitude on some of the questions now before the lawmakers at Washington, and some of the proposals of a revolutionary nature that have been presented from various sources in the past few months.

Representation is to be given at the conference not only to business, but to the farming interests, since it is pointed out that agriculture, after all, is one of the greatest businesses of the country. The farmer has his capital invested in land, he is an employer of labor, and he is concerned with the maintenance of conditions which will permit him to obtain a fair return upon his in-

# MITSUI & CO., LTD.

Mitsui Bussan Kaisha Ltd.

Offices in Every Important City in the World

DIRECT IMPORTERS FROM

JAPAN—CHINA—INDIA

## OIL

SOYA BEAN OIL  
PEANUT OIL  
COCOANUT OIL  
RAPESEED OIL  
CHINA WOOD OIL  
JAPAN VEG. WAX  
CHINESE VEG. TALLOW  
WHITE GREEN  
CHINESE ANIMAL TALLOW

## RICE

SIAM GARDEN RICE  
SIAM RICE NO. 1  
SIAM USUAL RICE  
SAIGON RICE NO. 1  
SAIGON PYCHOW RICE NO. 1  
CALCUTTA PATNA RICE NO. 1  
RANGOON SQ. RICE

## BEANS

MARU-UZURA—CRANBERRY ROUND  
CHUNAGA-UZURA—MEDIUM SPECKLED  
CHUFUKU—WHITE FLAT  
DAIFUKU—LARGE BUTTER  
DAINAGON—MEDIUM BABY RED  
KOTENASHI—PEA BEANS  
KUMAMOTO—WHITE KIDNEY  
KINTOKI—LARGE RED  
MUROINGEN—MEDIUM BUTTER  
NAGAUZURA—LONG SPECKLED  
OHTENASHI—MEDIUM PEA BEANS  
PEA BEANS  
SHIROMARU—MARROW  
SOYA  
RANGOON WHITE



## PRODUCE

EGG ALBUMEN  
EGG YOLK  
DRIED GINGER  
CASSIA  
MUSTARD SEED  
SESAME SEED  
POPPY SEED  
AJOWAN SEED  
POTATO FLOUR  
TAPIOCA FLOUR  
BEAN FLOUR  
RICE FLOUR  
PEANUTS—  
SHELLED AND UNSHELLED  
WALNUTS  
BEAN CAKE  
CRAB MEAT  
DRIED FISH  
CANNED FISH

# MITSUI & CO., LIMITED

65 BROADWAY

NEW YORK

TEL. BOWLING GREEN 7520

OIL DEPT.

PRODUCE DEPT.

Phone, 8920-3697 Rector

Cable Address: Dajohn

# DAVIES, IRWIN, Inc.,

120 BROADWAY,  
NEW YORK

Importers

Exporters

Manufacturers

Tallows Greases

Cocoanut Oil

Soya Bean Oil

Hog Casings

Oleos Stearines

Cottonseed Oil Palm Oil

Sheep Casings

Lards Compounds Corn Oil

Peanut Oil

Hardened Fish

Oils

Head Office: Montreal

London

Vancouver

Auckland, N. Z.

vestment and his management of his enterprise.

Leaders of organized labor have also been invited to talk, and to state where the demands of workers are going to stop.

Some of the subjects which it has been suggested be discussed at the conference are the following:

Participation in private business on the part of the Federal Government.

Nationalization of industry.

Influence of exports on prices and production.

Possibilities of increasing production.

The relation of the United States to the rehabilitation of industry in Europe.

Stabilization and guarantee of contracts.

Definition of profiteering.

The attitude of employing farmers and manufacturers to labor.

Adjustment between property rights and community interests.

Participation of labor in the management of industry.

Increasing the purchasing power of the dollar.

Distribution of the war debt.

Government price fixing.

The Plumb plan.

The solidarity of farming and business interests.

## TO SLAUGHTER RANGE HORSES

The first consignment of range horses for slaughter was received at the Billings' Mon-

tana Stock Yards on August 14, by a local live stock firm. The shipment consisted of 300 head. The animals were corralled in the southern part of the state and represent an initial shipment of a lot of 2,000 head which the local firm has arranged to handle. The suckling colts and their dams will be shipped to Iowa for feeding and the yearlings and older horses will be slaughtered. Arrangements have been made to dispose of the hides to tanners and the bones will be utilized in the manufacture of fertilizer, while the meat will be used for feeding hogs.

This is the first attempt to dispose of the surplus range horses in Montana on a large scale, although some attempts have been previously made in other sections of the Northwest to create a market for horse flesh for food purposes, with only limited success.



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, September 5, 1919.—Market firmer; prime Western, \$27.40@27.50; Middle West, \$27.30@27.40; city steam, 26½@26¾c., nom.; refined Continent, \$30¾; South American, \$31; Brazil, kegs, \$32; compound, 27¾c., nom.

### Marseilles Oils.

Marseilles, September 5, 1919.—Copa fabrique, — fr.; copa edible, — fr.; peanut fabrique, — fr., peanut edible, — fr.

### Liverpool Produce Markets.

Liverpool, September 5, 1919.—(By Cable.)—The British Government has control of the market and no quotations are available. Australian tallow, 107½/—.

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products were firmer with hogs and grains and buying for shorts.

### Tallow.

Market quiet and steady. City special loose quoted at 17c.

### Oleo Stearine.

Market dull and steady. Oleo quoted at 19½@20c. nominal.

### Cottonseed Oil.

Trading was very active and prices stronger with lard, covering of shorts and buying by commission houses.

Market closed strong. Sales, 12,000 bbls. Spot oil, \$22 bid. Crude oil, S. E., \$17.50 bid; \$18 offered. Closing quotations on futures: September, \$22@28; October, \$21.77@21.85; November, \$19.59@19.65; December, \$18.67@18.72; January, \$18.69@18.75; February, \$18.65@19; March, \$18.70@19; April, \$18.70@19.10.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, September 5.—Hog receipts, estimated, 13,000. Left over, 3,400. Market steady. Cattle receipts, 2,500, sheep, 8,000.

Kansas City, September 5.—Hogs at \$19.50. Buffalo, September 5.—Hogs steady at \$19.50@20.50.

St. Joseph, September 5.—Hogs steady at \$19.50.

Detroit, September 5.—Hogs at \$20.00@20.25.

Cleveland, September 5.—Hogs at \$20.00.

Indianapolis, September 5.—Hogs at \$18.50@19.35.

Sioux City, September 5.—Hogs at \$16.50@18.50.

Louisville, September 5.—Hogs at \$19.00.

Omaha, September 5.—Hogs steady not quoted.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to September 5, 1919, shows exports from that country were as follows: To England, 26,991 quarters; to the Continent, 20,569 quarters; to others, nothing. The previous week's exports were as follows: To England, 86,292 quarters; to the Continent, 66,730 quarters; to others, nothing.

## MEAT AND MEAT PRODUCTS EXPORTS.

Exports of meats and products from the port of New York for the week ending August 30, are reported as follows:

	Week Aug. 30. Lbs.	Since July 1. Lbs.
Frozen or fresh beef ..	316,335	38,877,137
Canned & pickled beef ..	694,305	10,613,126
Fresh or frozen pork ..	824,355	5,302,752
Lamb & Mutton .....	3,586	39,987
Bacon hams & shoulders	3,837,647	70,945,149
Lard & lard compounds	4,625,781	72,129,646
Sausage .....	53,753	1,980,508
Dry salt & pickled pork	5,216,716	78,843,201
Poultry and game ....	400	589,391

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Aug. 30, 1919:

### CATTLE.

Chicago .....	50,036
Kansas City .....	50,000
Omaha .....	26,798
East St. Louis .....	27,000
St. Joseph .....	9,185
Sioux City .....	12,000
Cudahy .....	1,900
South St. Paul .....	9,839
Fort Worth .....	11,513
Philadelphia .....	3,000
Indianapolis .....	4,252
Oklahoma City .....	7,550
Milwaukee .....	833
Cincinnati .....	3,483

### HOGS.

Chicago .....	104,856
Kansas City .....	20,883
Omaha .....	30,482
East St. Louis .....	36,000
St. Joseph .....	17,665
Sioux City .....	25,584
Cudahy .....	7,000
Cedar Rapids .....	6,621
Ottumwa .....	4,469
South St. Paul .....	12,700
Fort Worth .....	1,828
Philadelphia .....	4,203
Indianapolis .....	23,249
Oklahoma City .....	1,921
Milwaukee .....	1,964
Cincinnati .....	8,772

### SHEEP.

Chicago .....	96,036
Kansas City .....	23,704
Omaha .....	50,919
East St. Louis .....	19,000
St. Joseph .....	2,825
Sioux City .....	2,877
Cudahy .....	2,000
South St. Paul .....	4,255
Fort Worth .....	2,109
Philadelphia .....	7,393
Indianapolis .....	1,649
Oklahoma City .....	100
Milwaukee .....	2,047
Cincinnati .....	864

## EXPORTS OF PROVISIONS

Exports of provisions from the Atlantic and Gulf ports during the week ending August 30, 1919, were as follows:

### PORK, BBLs.

To—	Week Ended Aug. 30, 1919.	Week Ended Aug. 31, 1918.	From Nov. 1, '18, to Aug. 30, 1919.
United Kingdom ..	200	2,559	5,299
Continent .....	1,000	5,828	23,197
So. & Cen. Am. ....	1,000	9,568	530
West Indies .....	1,000	530	
Br. No. Am. Col. ....			
Other countries .....			
Total .....	2,200	50,981	

### BACON AND HAMS, LBS.

United Kingdom ..	8,659,900	565,425	859,378,524
Continent .....	11,449,425		876,514,620
So. & Cen. Am. ....			336,000
West Indies .....			6,709,072
Br. No. Am. Col. ....			323,446
Other countries .....			405,456
Total .....	20,109,325	565,425	1,744,327,118

### LARD, LBS.

United Kingdom ..	3,746,100	650,000	236,879,065
Continent .....	3,910,600		410,597,283
So. & Cen. Am. ....	13,000		6,580,947
West Indies .....	109,000		12,193,550
Br. No. Am. Col. ....			433,294
Other countries .....			270,728
Total .....	7,778,700	650,000	666,954,867

## RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Bacon and Hams, lbs.	Lard, lbs.
New York .....	200	15,740,325	6,584,700
Philadelphia .....		386,000	112,000
Baltimore .....		238,000	460,000
New Orleans .....	2,000		122,000
Montreal .....		3,745,000	500,000
Total week ....	2,200	20,109,325	7,778,700
Previous week ..	537	51,258,500	18,222,158
Two weeks ago ..	3,291	25,247,417	8,246,516
Cor. week, 1918 ..		565,425	650,000

## COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '18, to Aug. 30, 1919.	Same time last year.	Increase.
Pork, lbs. ....	10,066,200	4,949,400	5,116,800
Bacon and Hams lbs. ....	1,744,327,118	675,904,630	1,068,422,488
Lard, lbs. ....	666,954,867	325,080,246	341,874,621

## RECEIPTS AT CENTERS

SATURDAY, AUG. 30, 1919, AND SEPT. 1.

	Cattle.	Hogs.	Sheep.
Chicago .....	17,000	11,751	30,000
Kansas City .....	900	8,693	300
Omaha .....	300	2,197	800
St. Louis .....	1,800	7,299	700
St. Joseph .....	100	700	200
Sioux City .....	800	2,500	12,000
St. Paul .....	4,000	200	9,200
Indianapolis .....	400	4,000	300
Pittsburgh .....	100	500	300
Cincinnati .....	5,000	2,000	1,400
Buffalo .....	400	3,200	2,000

### MONDAY, SEPT. 1, 1919.

Chicago .....	17,000	12,000	30,000
Kansas City .....	26,000	8,000	25,000
Cincinnati .....	3,200	3,800	3,700
New York .....	4,480	3,470	9,900

### TUESDAY, SEPT. 2, 1919.

Chicago .....	9,000	12,184	32,000
Kansas City .....	23,000	8,565	17,000
Omaha .....	12,000	2,195	40,000
St. Louis .....	6,500	9,554	4,000
St. Joseph .....	2,000	3,000	6,000
Sioux City .....	2,000	18,000	500
St. Paul .....	3,000	3,000	2,500
Fort Worth .....	2,000	500	750
Milwaukee .....		16	
Detroit .....	3,100	1,400	14,100
Louisville .....		500	
Detroit .....		822	
Wichita .....	1,300	900	100
Indianapolis .....	1,000	7,000	800
Pittsburgh .....	250	1,000	600
Cincinnati .....	1,200	6,461	2,300
Buffalo .....	500	1,000	1,400
Cleveland .....		500	
New York .....	1,050	2,150	3,100

### WEDNESDAY, SEPT. 3, 1919.

Chicago .....	11,000	12,421	32,000
Kansas City .....	33,000	7,546	16,000
Omaha .....	8,800	2,861	38,000
St. Louis .....	5,000	7,792	3,000
St. Joseph .....	3,000	4,000	5,000
Sioux City .....	2,500	3,000	3,000
St. Paul .....	3,400	5,000	5,000
Milwaukee .....		2,043	
Louisville .....		500	
Detroit .....		1,620	
Wichita .....		1,370	
Indianapolis .....	500	6,000	500
Pittsburgh .....		1,200	300
Cincinnati .....	1,100	5,587	2,700
Buffalo .....	500	3,200	800
Cleveland .....		2,000	
New York .....	2,480	3,270	4,310

### THURSDAY, SEPT. 4, 1919.

Chicago .....	10,000	18,000	44,000
Kansas City .....	6,000	4,000	12,000
Omaha .....	4,500	4,000	34,000
St. Louis .....	3,000	7,000	1,500
St. Joseph .....	1,000	5,000	3,500
Sioux City .....	2,000	2,000	10,000
St. Paul .....	3,500	2,000	7,800
Fort Worth .....	3,500	400	2,000
Milwaukee .....		814	
Denver .....	3,835	732	16,396
Louisville .....		1,000	
Detroit .....		940	
Wichita .....	300	463	
Indianapolis .....	1,000	8,000	800
Pittsburgh .....		2,600	600
Cincinnati .....	1,700	4,254	2,500
Buffalo .....	750	3,200	300
Cleveland .....		2,000	
New York .....	970	2,110	2,960

### FRIDAY, SEPT. 5, 1919.

Chicago .....	2,000	13,000	8,000
Kansas City .....	900	2,500	6,000
Omaha .....	2,000	3,500	22,000
St. Louis .....	800	9,000	1,400
St. Joseph .....	800	2,000	2,500
St. Paul .....	2,500	1,400	300
Oklahoma City .....	1,000	400	
Fort Worth .....	1,500	500	300
Denver .....	900	900	8,300
Indianapolis .....	500	5,000	400

## PACKERS' PURCHASES

### Chicago.

	Cattle.	Hogs.	Sheep.
Armour & Co. ....	6,764	20,200	28,776
Swift & Co. ....	8,681	14,900	29,062
Morris & Co. ....	5,527	7,300	12,025
Wilson & Co. ....	6,217	9,400	14,350
Anglo-Amer. Provision Co.	1,366	5,500	
G. H. Hammond Co. ....	5,020	8,100	
Libby McNeill & Libby ..	2,870		
Brennan Packing Co. ....	3,600	hogs: Miller & Hart, 2,600 hogs; Independent Packing Co., 3,300 hogs;	
Boyd, Lunham & Co. ....	3,600	hogs: Western Packing & Provision Co., 7,300 hogs; Roberts & Oake, 3,100 hogs; others, 17,500 hogs.	

### Omaha.\*

	Cattle.	Hogs.	Sheep.
Morris & Co. ....	2,428	4,011	3,660
Swift & Co. ....	5,974	6,081	6,977
Cudahy Packing Co. ....	6,435	6,700	7,654
Armour & Co. ....	4,877	6,393	11,556
Swartz & Co. ....		2,217	
J. W. Murphy .....		5,656	
Others .....	35,998	1,528	89,867

\*Incomplete.

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

### Chicago.

**PACKER HIDES.**—The holiday had a tendency to retard trading in hides. Packers are said to be quietly moving blocks of hides at shaded figures, details of which have not reached light. Killers decline to make offerings of goods except at the recent peak levels, but at the same time intimate they are in a receptive mood if tanners care to trade. Native steers are featureless, being quoted nominal at about a 45c. level for business; extremes about 50c. Texas steers quoted nominal at about 43@44c. for all weight ranges. Butt branded steers are coming more freely and are considered worth about 44c. Colorado steers are waiting and entirely nominal at about 43c. for trading purposes. Branded cows are coming fast and the former premium paid by upper leather tanners will undoubtedly vanish, although the demand for light native stuff may greatly exceed the kill, which is three-fourths branded, and produce a premium again. Nominal market, based on sole leather outlet would be 43c. Heavy cows are quiet and quoted nominal about a 45c. basis along with native steers. Light cows are quiet and quoted nominal at about 50c., with killers still talking 60c. and intimating 55c. as their idea of reasonable decline. Native bulls are quoted nominal at about 39@40c. Branded bulls are quoted nominal at about 39c.

Later.—Sellers optimistic regarding future activities. One thousand June and 7,000 August packer light native cows brought 50c. On this basis natives are figured as worth 44c., Texas steers 43c., butt brands 43c., and Colorados 43c. Sole leather tanners have bid 40c. for branded cows. Sellers' ideas 42@43c. Heavy cows 43@44c.

**COUNTRY HIDES.**—The scurry for cover by the small outside dealers has ceased. While the fear for profits was on, sales were made in buffs as low as 35c., and in extremes down to 42c. for northern quality, and southern stock down to 38c. Heavy steers are quiet and quoted nominal at about 40@42c. Heavy cows quoted at 40@41c. nominal. Stocks are small. Buffs sold at 35, 36½ and 38c. this week. Now considered worth 38@40c. The situation outside is more favorable to holders. Bids at 35@36c. are freely made and holders are talking up to 45c. for all weight hides. Stocks are moderate and collectors

do not seem in any hurry to sell. Extremes sold at 40c. for southern and some ticky goods down to 38c. Northern hides sold at 42c., two cars going and a car of local goods went at 44c. early in the week. Toward the closing of the period sales were made in good quality hides at 45, 46 and 48c. Bids at 45@46c. are freely made without bringing out any offerings of size. Branded hides are quiet and waiting, being quoted entirely nominal at about 32@34c. Bulls are wanted at 34@35c. for heavy end and the lights are quiet though considered worth as much if not more than the heavier weights. Later sales of 60@80-lb. small packer bulls were made at 36c.

Later.—Dealers anticipate renewed business on a basis of 50c. for extremes.

**CALFSKINS** are steadier. First salted skins are wanted at 80c., and 90c. is asked. Resalted skins sold at 75@77½c. for ordinary collections. Deacons are quoted entirely nominal at about \$4.50@5 nominal. Kip-skins are quoted at 59c. paid for resalted country collections. Bids at 55c. failed to produce offerings except at 60@65c. for resalted goods later in the week. Southern ticky stuff quoted at 47½@50c. asked. First salted skins are talked about 65@67½c. for business.

Later.—Sellers more anxious to trade and now talk 90c. for cities and packers.

**HORSE HIDES** are selling at \$17@17.50 for country collections. Some New York hides sold in a small way down to \$16. Renderers' hides are quoted at \$18@19 nominal; inside nearer the market.

**HOGSKINS** are waiting and quoted entirely nominal at \$1.25@1.50 for common country run, in the absence of anything resembling business. Strips quoted at 10½@11½c. for best grades, and pieces 6@7c.

**SHEEP PELTS.**—Pullers are reluctant about trading in sheepskins even though markets on other allied commodities display relative firmness. A recent decline in goat-skin prices had the effect of causing easiness in glazed skins with consequent dullness in sheepskin leathers. Pullers therefore hesitate to figure on raw materials until pickled skin rates can be accurately determined. Packer sheepskins last sold at \$3.25 for 11-lb. goods of local take-off, being real spready. Other lots are down to about \$2.75 for business. Lambskins are still held for \$3.50 with last sales at \$3.40 green basis. Pullers consider nominal market about a \$3.25 basis.

### New York.

Dry western pelts are steady at 48½@50c. last paid as to descriptions; outside for the best light average Montanas and inside for mixed qualities.

**PACKER HIDES.**—The market is quiet and practically at a standstill. Buyers are entertaining low ideas as to values and killers generally are waiting for firm bids. In small packer hides sales were effected of about 1,500 Canadian packer 50@60-lb. native bulls at 36c. Some of the packers are showing more anxiety to sell and are soliciting bids. A car of New Jersey all weight cows sold at 50c.

**COUNTRY HIDES.**—The market is quiet. All kinds of prices are being talked for extremes and the general tone of the market is easy. There is a very strong line of inquiries for extremes and in all probability sales of some consequence will go through as soon as buyer and seller can see their way clear to get together. Various lots of choice extremes moved this week at 46c., but most buyers' ideas are not over 45c. for choice lots. Some dealers are offering good middle west extremes at 48c., but cannot attract buyers. There is nothing now reported in buffs or heavier hides which are nominally regarded as a trifle higher than the low point reached early in the week. Various small lots of New York State and New England all weights have been picked up this week at 37½c. flat. About 1,800 Northern southern all weights, said to contain but few ticks and averaging about 41 lbs., sold at 38c.

**CALFSKINS.**—The market showed a decline in values this week. Early in the week about 3 cars of New York city skins moved at \$8, \$9 and \$10, with kips included at \$11 for the lights and \$12 for the heavies. Later another lot consisting of about 25,000 skins moved at similar prices. About 4,000 New York state skins sold at \$7, 8, and \$9. Most buyers' ideas on country lots today are about 50c. under these prices. A car of Canadian packer kips sold at 55c. A few lots of middle west skins sold here, in conjunction with hides, at 65c.

**HORSE HIDES.**—The market continues to show a weaker tone. Various lots of middle west hides were offered here this week at \$16.50 for mixed lots of cities and countries. Several lots of nearby hides have been picked up at \$16. Renderers are held at \$17@17.50. A small lot of Southwestern hides moved at \$15. Good lots of city renderers' butts are offered at \$5@5.25. Ordinary lots are nominally quoted at 50c.@\$1 less. Western fronts offered here this week at \$13.50 failed to attract attention.

### WEIGHTS ON WRAPPED MEATS.

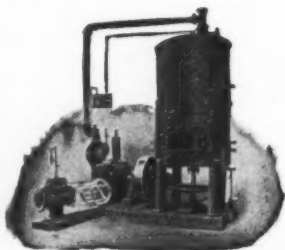
The following notice to the public is sent out by the Department of Agriculture at Washington concerning enforcement of the recently amended law requiring marking of net weights on wrapped hams and bacon:

Wrapped meats inclosed in paper or other material, including hams and bacon, coming within the jurisdiction of the Federal food and drugs act, must be labeled to show the net weight for each package, by the provisions of an amendment to that law incorporated in the agricultural appropriation act for the current year.

The food and drugs act requires that the quantity of food in package form coming within its jurisdiction must be plainly and conspicuously marked on the outside of the package in terms of weight, measure, or numerical count. Wrapped hams and bacon previously were held not to be food in package form within the meaning of the act, since they are not of uniform size and are sold by the pound by actual weight and not by a fixed price for each package as are most foods in package form.

Congress now has specified definitely that from the date of the passage of the amendment, July 24, 1919, a statement of the net weight will be required on all wrapped meats, including hams and bacon, coming within the jurisdiction of the Federal food and drugs act.

**We Buy—**  
**Hides, Calfskins, Sheepskins, Tallow**  
**THE C. A. BRESLER & SONS COMPANY**  
3200 West 65TH ST., CLEVELAND, OHIO



**RENDERER**  
**The Wannewetsch System**  
has no equal. Convince yourself by asking  
the man who owns one.

**C. H. A. WANNENWETSCH & CO.**  
563 William St. **BUFFALO, N. Y.**

## LIVE STOCK MARKETS

### CHICAGO

(Special Letter to The National Provisioner from The National Livestock Commission Co.)  
Union Stock Yard, Chicago, Sept. 3.

After the storm, the calm; after the deluge, a scarcity. Then—might well be asked—What next? Consumers are still clamoring over high prices, and his royal nibs, "H. C. L.," is still a much discussed problem in all walks of life, from the highest officials in the administration at Washington down to the most obscure laborer who, thanks to the nature of his work, is generally endowed with a voracious appetite, but is frequently handicapped by a very limited income.

Not that many of us have any great hankering to go back to the days of yore, but in summing up the feeling of unrest and general uncertainty over the outcome we must not forget that during the past few years we have rapidly acquired some very extravagant habits which could only result in artificially advancing prices of everything to a very high level; but now that the "bubble has burst," or has at least been pricked, it is only logical that there should be some unsatisfactory markets if living expenses are to be lowered to a so-called normal basis; but just what normal basis means is somewhat a matter of guesswork.

Signs of the times are the increasing scarcity of choice cornfed beefs which some well-posted operators think will be scarce enough during the next 30 to 60 days to warrant the expectation of higher prices on the kinds mentioned, while, on the other hand, "acres" of medium and low-priced range cattle preclude the likelihood of any permanent upturn in the market for medium and low-priced Natives. However, greatly lessened receipts, 38,000 cattle, arriving in Chicago during the first three days of this week, as compared with 56,000 for the same period a week ago, has brought about some reaction, but it is a good deal like taking off \$2 and putting on 25c., and on the rank and file of the offerings any upturn in the market will probably be of only temporary nature. Good to choice cornfed beefs are selling from \$15@17; prime kinds from \$17@17.75; medium to good grades, \$13.50@15; fair to medium kinds, \$12@13.50, and cheap killers from \$10@12.

The trade on butcher cattle shows a little more life. Canners from \$5.50@6, cutters from \$6.25@6.75, and fair beef cows from \$7@8 are in good demand, while the pretty good beef cows and heifers selling from \$8.50@9.50 are slow sellers because of liberal receipts of Westerns. A good class of weighty "grass" cows and heifers are going from \$9.75@11, with only choice heavy kosher cows and very good heifers from \$11.50@12.50. Nice lightweight fleshy yearling steers and heifers are meeting with ready acceptance from \$10.50@12.50, while cornfeds are going from \$13@16, according to fat and quality. Fair butcher heifers are bringing from \$8@9; good ones, \$9.50@10.50; but common thin heifers are in liberal supply and are a drag on the market and are selling from \$6@7. Bulls are dull at the recent big declines, best bolognas selling from \$6.75@7.25; medium weight bolognas, \$6.25@6.50; and thin, light bulls, around \$6; good fat "grass" bulls from \$7.50@9, and cornfeds from \$9.50@11. Good to choice veal calves are selling from \$19@20, but the bulk of the calf supply consists of 175@200-lb. calves that are hard to sell from \$11@13, and fat heavy calves are going from \$7.50@9.

Quoting the hog market accurately and intelligently has been about as hard a proposition of late as we have ever been up against. Disastrous declines have been followed by curtailed receipts and sharp reactions and vice versa. For instance: a week ago Wednesday, Aug. 27, the extreme top of the hog market was \$21.10; on Friday, the 29th, it

was \$19.50; while today, Wednesday, Sept. 3, choice light and light butchers are selling largely from \$19.75@20, with a few "top-notch" loads from \$20@20.25; good butcher mixed, \$18.75@19.50; good mediumweight mixed packing carrying a good butcher top from \$17.50@18.50, and rough heavy packing from \$15.50@16.50.

Seldom has there been a greater decline in sheep-house values than has taken place since the first days of last week. With fat lamb prices down to about the low point of the season they range fully \$2 cwt. below the level of 10 days ago. Feeding lambs are also much lower than they were at that time, while the feeding wethers and yearlings, owing to scarcity, have more than held their own. The severe decline of last week has checked the inward flow of natives, receipts containing but very few consignments from local sections during the past few days. From now on range consignments will likely contain a large portion of thin to medium-fleshed stock, and while the fit-for-the-block varieties seem to have touched bottom for the present it is quite possible that feeding lambs will work to a lower level within the near future. Prevailing quotations range as follows: Westerns—Good to choice lambs, \$15@15.25; fat yearlings, \$10.75@11.25; fat wethers, \$9.50@10; fat ewes, \$8.50@9; feeding lambs, \$13@13.75; feeding yearlings, \$10.35@10.65; yearling breeding ewes, \$13@14; aged breeding ewes, \$11.50@12.50; short-mouthed feeding and breeding ewes, \$6@8. Natives—Good to choice lambs, \$14.25@14.50; poor to medium, \$12@13; culls, \$8@9; fat ewes, \$8@8.50; poor to medium, \$7@8; culls, \$3@5; choice breeding ewes, \$11.50@12.50.

### ST. LOUIS

(Special Letter to The National Provisioner.)  
National Stock Yards, Ill., Sept. 2.

For the week ending today our cattle receipts total 33,000 head. The most of the offerings consisted of plain butcher stuff but there was a very fair sprinkling of steers and these for the most part were of the plain and medium kind. There were a lot of grassy and short fed steers amongst them. Regardless of quality, the market broke badly with the break being very irregular. Strictly choice to prime grades are off for the week 50c to 75c. Fair to good steers show a decline of a full dollar in spots. Medium steers, those ranging from 10.00@11.50 seem to fare better than the others, the decline in this class being about 50c. The bulk of the good steers at the present time range from 16.00@17.25 and the top of the bulk is purchasing cattle that would have brought \$18.00 a week ago. Texans, Oklahomans and westerns went in a range of 9.00@13.10 with the bulk of the good killers in this class at 12.00@12.90. Disturbed conditions in which the labor problem plays a big part together with a holiday on Monday when the packers did not operate have had much to do with the mean market this week. At this writing there is some few signs of strength in the trade but there is still plenty of room for improvement. The one bright spot is the good demand and fairly steady condition of the stocker and feeder trade. The buyers are particularly active and the demand good on good quality feeders with weight.

Our hog run this week was very light indeed, there being only 40,000 in the count. Up to Friday the sentiment in the hog house was decidedly bearish and the prices were off from \$1.00 to \$1.25. In the last two or three days the market has changed for the better and some of the decline has been recovered. At this writing we are right at \$1.00 under a week ago with the market showing a distinctly stronger tendency. The quality generally is fair. Today's quotations are:

Mixed and butchers 19.40@20.40; Good heavys 20.00@20.25; Rough 15.50@17.00; Light 19.65@20.15; Pigs 15.50@19.50; Bulk 19.85@20.35.

Receipts in the sheep house total 20,000 for the week. In mutton sheep there is a decline in prices of perhaps 50c. The general run of fat muttons are going to scale at 8.50 as compared with \$9.00 a week ago. Choppers and bucks are quoted at 5.00@6.00 and breeding ewes which are still in good demand at 10.00@13.50. The lamb market shows a decline of a full dollar and in spots, especially on the common kinds of 25c to 50c more than this. It takes a really choice grade of lambs to bring \$14.00 while the fair kinds are going at 11.00@12.50 with the medium to good ones swinging around the \$13.00 mark.

### CAUSE OF HIGH LIVING COST.

The prevailing idea that the present high prices of foodstuffs is due to "profiteering and hoarding," was declared to be all wrong by Professor Francis A. Thornton, noted economist and professor of economics at St. Louis University, in an address he delivered before the Kiwanis Club of St. Louis. He said in part:

"It is true that there are profiteers, but there always has been a small percentage of profiteers in business. The proposition that they could suddenly have become so powerful as to hold the country by the throat is not logical, and another cause for the high cost of living must be sought. The real cause of the boost in living costs lies in the over-production of gold. In the last twenty years four times as much gold has been produced as in the previous four centuries, and if you consider gold not alone as a monetary unit, but as a commodity, which is exchanged for other commodities, it can easily be seen that an over-supply depreciates its worth.

"There have been three large increases in prices in the United States—one in the early days of the country, a second soon after 1849, when the output of California gold-fields began to be felt in the markets of the world, and the present one. Each increase was based on a change in the value of the dollar, or the purchasing unit. There were similar conditions in England in the thirteenth century, and during the reign of Henry VIII a fight was made against the middleman, but it was found he was indispensable. History is simply repeating itself, and there is absolutely no need of worrying about the situation.

"The present nagging and investigating of the packers and food men in general can have little effect on prices for which they are little responsible, for price levels are fixed by the operation of a natural law, and no artificial means can bring them down."

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, September 4, 1919.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 to 76 per cent caustic soda, 3.35@3.50 per lb.; 60 per cent caustic soda, 3.30 per lb.; 98 per cent powdered caustic soda, 4½¢ per lb.; 48 per cent carbonate of soda, 2¼¢ per lb.; 58 per cent carbonate of soda, 2@2¼¢ per lb.; tale, 1¼¢ @2c. per lb.; sillex, \$20 per 2,000 lb.

Clarified palm oil, nominal, 17@17½¢ per lb.; yellow olive oil, \$2.40@2.50 per gal.; Cochin coconut oil, 21@22¢ per lb.; Ceylon coconut oil, 18½@19¢ per lb.; cottonseed oil, 26@27¢ per lb.; Soya bean oil, 18½@19¢ per lb.; corn oil, 18@19¢ per lb.; peanut oil, deodorized, 29@29½¢ per lb.; crude, 24½¢ per lb.

Prime city tallow (special), nominal, 17¢ per lb.; dynamite glycerine, nominal, 20@20½¢ per lb.; saponified glycerine, 88 per cent., nominal, 13½@14¢ per lb.; crude soap glycerine, nominal, 12@12½¢ per lb.; chemically pure glycerine, nominal, 20½¢ per lb.; prime packers' grease, 16@16½¢ per lb.



# ICE AND REFRIGERATION

F. A. Stech, Table Rock, Mo., will build an ice plant.

The city of Jensen, Fla., will double its ice plant capacity.

H. H. Thomas, Leitchfield, Ky., will put up an ice and cold storage plant.

The Crystal Ice and Transfer Co., Baltimore, Md., will build a 60 x 90 ft. plant.

The city of Stroud, Okla., will build a municipal ice plant of 6 to 10 tons capacity.

Hartwell Ice & Fuel Co., Hartwell, Ga., has been incorporated with a capital stock of \$25,000.

Citizens' Ice & Coal Co., LaGrange, Ga., has been incorporated with a capital stock of \$50,000.

The Home Ice Co., Laredo, Texas, will put up a 38x105 ft. ice-house with engine room, to cost \$25,000.

The Anderson Cold Storage Co., Anderson, S. C., have improved and doubled the capacity to the amount of \$50,000.

The Freedman Packing Co., Portsmouth, Va., will put up a two story meat and cold storage building, 25 x 100 ft.

The Atlantic Ice & Coal Corporation, Columbus, Ga., will increase their daily capacity from 150 to 250 tons.

A four-story concrete building belonging to the Leo Elber Brewing Co., Portsmouth, Ohio, has been destroyed by fire. The building was occupied as a cold storage plant.

Joseph N. Ward, Mansfield, Ark., has put up a 20-ton ice plant in Mansfield, a 25-ton ice plant in Clarksville, Ark., and another 25-ton ice plant in Quinton, Okla.

The Ranger Ice Co., Ranger, Texas, will increase its plant from 50-ton to 100-ton capacity and add aerated water and cold storage departments to cost \$50,000.

The Crystal Ice & Coal Corp., Elizabeth, N. C., has been organized by W. G. Gaither and C. R. Pugh, Elizabeth City, and E. V. Conger, Edenton, N. C., with a capital stock of \$200,000.

The Jackson Ice Corporation, Jackson, Ga., has been organized with S. P. Nichols, president, Hugh Mallet, secretary, W. E. Merck, manager. The plant is 40 x 60 ft., with a daily capacity of 20 tons.

W. Fred Richardson, Richmond, Va., will put up a seven-story reinforced concrete fire-proof storage building with basement, costing \$900,000. The first unit is \$150,000. Other units will be erected later.

## PACKERS' CONSTRUCTIVE PLAN.

(Continued from page 17.)

### Old Bogy Is Held Up.

Another thing wrong is that people continue to live in the past so far as packers are concerned. Certain agencies keep this past before the people instead of permitting them to see the present. There was a time when numerous competing industrial organizations, including certain packing companies,

thought that they could render better service by combining ability, capital and leadership. The people and the Government disagreed with them, however, and, with respect to packers, such combinations are completely things of the past. Yet special agencies keep the public view fastened on facts as they were rather than on facts as they are.

It is unjust to raise a cry of "TRUST!" against an industry which sedulously is maintaining keen competition. Such psychology on the part of the public is a real handicap to the packers. It involves an advertising burden, a publicity burden, a clerical burden and other definite expenses which are not foisted on most industries. That is not fair. The packers have worked out efficient individual organizations in accordance with the people's wishes for vigorous competition. Now they feel penalized regardless of all their efforts to serve the public.

### Wrong Ideas of Cold Storage.

Another thing wrong is the popular misunderstanding regarding storage stocks of meat. The people read, for example, that millions of pounds of pickled meats are in storage. They do not understand that much of it is in cure; that is, it is still in the process of "manufacture," and is in no sense available for immediate consumption or being withheld from consumption for a price advance.

The people should be informed that cold storage serves an important purpose in conserving food against the scant season, when otherwise, prices would rise prodigiously. Stocks of meat in storage are small when compared with the national consumption of about 58,000,000 pounds daily.

If we transgressed the law of supply and demand by hoarding, our coolers would fill up, and our killing and dressing operations would have to cease.

Violent fluctuations in livestock prices constitute another thing wrong with the marketing of livestock and its products. These fluctuations make the farmer angry and thus put one factor in the industry out of tune. Receipts are often not proportional to demand. But the packers have to take all livestock shipped. One never hears of a farmer's shipping cattle to Chicago and then shipping them back again because no buyer can be found.

### Packers and Producers Together.

I believe a proper remedy for fluctuations is a broad conference committee of packers and producers, with consumers and the Government both represented. It could do much to stabilize the markets—and do it wisely.

Such a committee, operating with Government participation, could take constructive steps toward apportioning supply to demand.

In normal times, farmers raise their livestock without reference to national or world needs. The packer dresses all the cattle, sheep and hogs which the farmers ship to market. As a consequence, the creation of the beef supply usually bears little relation to the demand for it.

A period wherein the supply exceeds the demand is generally followed by a sharp reduction in production. Then, since it is easier to cut herds down than to build them up, there follows a longer period in which demand is relatively greater than supply, and prices are high. A few months ago it seemed certain that we were facing this cycle again; war production of cattle exceeded our needs after the armistice.

Packing depends on stock raising, and we may as well face frankly the diminishing ratio of farmers to the total population. It now has shrunk to about forty per cent., and, partly as a consequence of the war, is still going down steadily.

This means that a smaller share of our population will be available to produce our food. Scant production would mean high prices. High prices mean hardship for consumers and brickbats for packers.

## THE NATIONAL AMMONIA COMPANY

PHILADELPHIA

ST. LOUIS

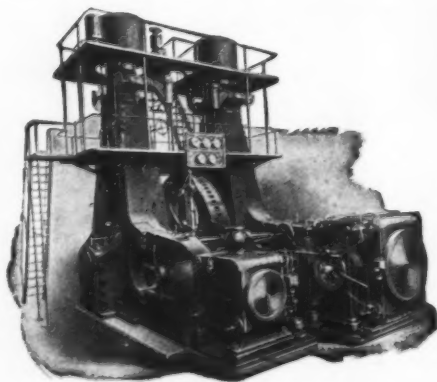
NEW YORK

SINCE



1890

QUALITY—SERVICE  
IN CYLINDERS, 50—100—150 LBS. SIZES  
Stocks Available in Principal Cities



# FRICK

—the one word which signifies to all who see or hear it Durability, Efficiency, Quality—everything that particular users of Refrigerating and Ice Making Equipment deem essential to successful operation.

All orders for Ice-making and Refrigerating Equipment will receive prompt attention. Ammonia Fittings and Supplies shipped on short notice.

New York, N. Y.  
Pittsburgh, Pa.  
Dallas, Texas  
St. Louis, Mo.

*Frick Company*  
WAYNESBORO, PA. U.S.A.  
ICE MACHINES SUPERIOR SINCE 1890

Philadelphia, Pa.  
Baltimore, Md.  
Atlanta, Ga.  
Los Angeles, Cal.



## PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

### BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Book and Calendar.

**Henry Bower Chemical Manufacturing Co.,** 29th Street and Gray's Ferry Road  
PHILADELPHIA, PA.

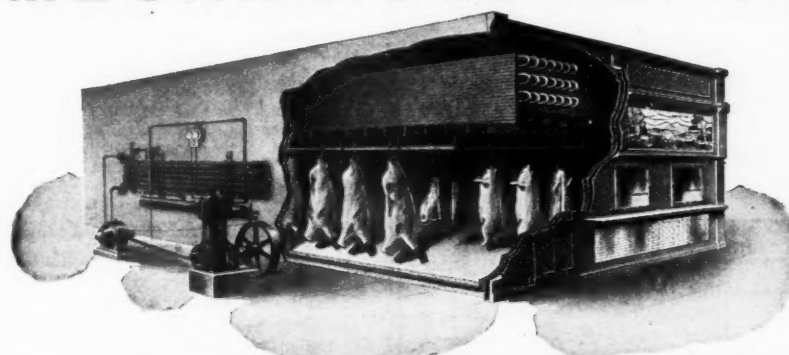
**SPECIFY BOWER BRAND ANHYDROUS AMMONIA which can be obtained from the following:**

Atlanta—M. & M. Warehouse Co.  
Baltimore—Wernig Moving, Hauling & Storage Co., 100 W. Lombard St.  
Boston—G. W. Geesner, 40 Central St.  
Buffalo—Helliogal Scales & Supply Co.; Keystone Warehouse Co.  
Chicago—Ernst O. Heinsdorf, 1004 Cunard Bldg.  
Cincinnati—Pan Handle Storage Warehouse; Roessler & Hasslacher Chemical Co., 518 Union Central Bldg.  
Cleveland—General Cartage & Storage Co.

Detroit—Brennan Truck & Storage Co.; Newman Bros., Inc., 1147 Cass Ave.  
Havana—South Atlantic Commercial Co., Successors to Lindner & Hartman.  
Jacksonville—St. Elmo W. Acosta.  
Liverpool—Peter R. McGuire & Son.  
Mexico, D. F.—Ernst O. Heinsdorf.  
Newark—American Oil & Supply Co.  
New Orleans—United Warehouse Co., Ltd.  
C. Ben Thompson, 633 North St.  
New York City—Roessler & Hasslacher Chemical Co., 100 William St.

Norfolk—Henry Bower Chemical Mfg. Co. Agency, First and Front Sts.  
Philadelphia—Henry Bower Chemical Mfg. Co.  
Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., Union Arcade Bldg.  
Providence—Rhode Island Warehouse Co.; Edwin Knowles.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Benton Transfer Co.  
Toledo—Moreton Truck & Storage Co.  
Washington—Littlefield, Alvord & Co.

## MECHANICAL REFRIGERATION



### Help Keep Costs Down

"The saving in cost of operation is very insignificant in comparison with the saving of meat, etc., as a result of better refrigeration. At the present high cost of foodstuffs, we do not see how we could get along without the machine." This is the way one of our customers feels about it.

Conditions were never more favorable than at present for the installation of **MECHANICAL REFRIGERATION**—why hesitate?

Information and prices on application.

**YORK MANUFACTURING COMPANY**

Ice-Making and Refrigerating Machinery Exclusively.

**YORK, PA.**

### Farming Must Be Commercialized.

Two things must be done:

First, farming must be commercialized. If the farmer becomes a business man, the country must realize it no longer can live off his toil without adequate compensation.

Secondly, production must have a speaking acquaintance with consumption—with demand. It is uneconomic to raise more food than is needed and then turn around, because prices are low, and raise less food than is needed. In some way, demand must be forecast and production measured accordingly.

That this is practicable was shown during the war, when the Department of Agriculture and the Food Administration successfully urged the farmers to raise more hogs in answer to a foreseen demand for pork. The price of hogs on the hoof was supported by a proportionate price for the products.

But when the war ended, the Department found itself in the position of the man in Grimm's fairy tales who had the soup mill. After he got it turned on, he couldn't shut it off. A cow or a brood sow has no respect for the law of supply and demand.

But while the end of a war cannot be anticipated, many conditions which affect demand can be foreseen.

A conference committee could work toward varying production in accordance with probable demand, with the result that prices of foodstuffs might be maintained at a level insuring a decent profit for the farmer and a decent standard of living for the consumer.

I have written much on this point because it cannot be over-emphasized. All economists concede that the cost of living is affected greatly by the cost of food. I believe the plan I have suggested, if applied to the whole food industry, would help to avert spectacular changes in the cost of living—protecting us somewhat from extremely high prices and severe depression.

### An Accounting Body Is Needed.

Another thing badly needed is the accounting body, mentioned before, to audit the books of the packers and make public understandable reports. All records and proceedings of the industry, along with the acts and accounts of its members, should be required to be opened to the inspection of this commission. Such a body, it is needless to say, should be non-political and should be composed of reputable certified public accountants. There should also be a non-political economic commission—one treasuring no thesis which it wishes to prove—to investigate the meat industry from calf to steak and give out the facts ascertained, with recommendations of constructive changes.

Such an investigation would advance merchandising by at least one decade. That

sounds startling, but I speak advisedly. Let me elaborate my meaning.

The country has done the average meat retailer a grave injustice. It would be to our advantage to let this injustice go uncorrected in order that the retailer may share criticism with us. But the truth is imperative.

### The Retailer Is Defended.

The average retailer is not a profiteer. He makes a small profit and sometimes none at all.

But our whole retail system is backward, and while the retail meat dealer's net profit is about two per cent., his gross margin of profit is about twenty per cent. That is not economic distribution.

The same disproportion exists in other trade fields. It is not the fault of the re-

## REMINGTON MACHINE CO.

Wilmington, Delaware

ICE MAKING AND REFRIGERATING MACHINERY

Smaller machines a specialty. Ask for information.

COLD  
STORAGE

INSULATION

ALL KINDS OF  
REFRIGERATOR  
CONSTRUCTION

JOHN R. LIVEZEY

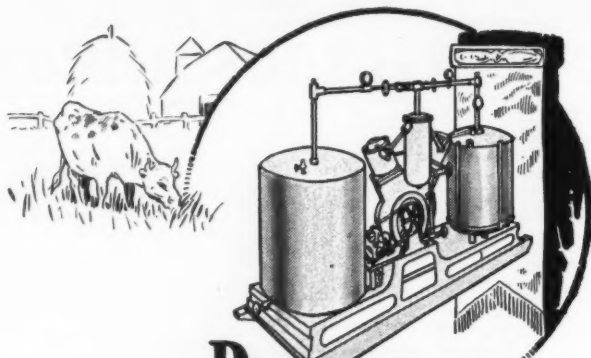
1933 Market Street  
Philadelphia, Pa.

**CORK  
INSULATION**

Supplied or Erected Complete

Correspondence Solicited

**UNITED CORK CO'S** 50 Church St.  
New York



## PEDIGREE IN A MACHINE

In a machine, as in an animal, worth is not a matter of accident—it must be inherent.

The Standard-Toledo Refrigeration set is smooth-running, quiet and efficient because it is the final design of refrigeration engineers who have given years to experiment and construction work.

In a machine, just as in an animal, pedigree shows in performance.

The Standard-Toledo has given complete satisfaction in the most exacting service imaginable—on board steamers operating in war service. There, refrigeration must be absolutely dependable and practically accident-proof.

After all, the ice cost is the least consideration—it is the convenience of having refrigeration when you want it—modernize your business.

There are many firms in your business using Standard-Toledo Refrigeration. Write today and let us tell you what a machine will do for you.

**THE REFRIGERATION  
ENGINEERING COMPANY**  
TOLEDO, OHIO, U.S.A.

# STANDARD-TOLEDO REFRIGERATION

tailers. We simply must improve a piece of social machinery.

Retailers say the same thing. One of the leading retailers, operating a famous Eastern department store on a relatively small margin, concedes that retail distribution, with its high overhead, has room for great improvement.

An economic commission, made up of real experts, could tell us how to reduce the sum which consumers of food pay for twine, sawdust, salaries, long-time credit, frequent delivery service, telephone orders, depreciation, rent, insurance and other items of overhead which do not appear in the package but appear in the price.

There must be methods which can be adopted without disrupting the present organization of merchandising.

Most of the retailers are serving us honestly and well. They would welcome an opportunity to serve us better. They, too, have suffered from unjust abuse, and they would be glad to trim their overhead if means could be devised.

Such means would obviously and materially lower the cost of living.

This, however, is but one phase of the service which an economic commission could perform. It could give us the whole truth about the meat industry—about the farmer, packer, retailer and consumer.

### Settle the Stock Yards Matter.

There should be some way for producers, packers and others to ascertain whether the interest of some packers in stock yards is hurtful. My own feeling is that the interest of packers in stock yards has conferred some positive benefits, particularly in the way of increased efficiency of operation. My own company is not interested in stock yards. It never has been injured by such interests of other packers.

But this question should be settled fully and finally, and action taken in accordance with the facts.

There should be one other investigative body, besides those already mentioned—one to report on the causes of the high cost of living. If we do not have such an investigation, we shall crucify a number of innocent individuals and businesses before we have done with our blind guessing.

### Where Is the Packing Industry Going?

The packing industry is going wherever honesty, efficiency and American sentiment lead it. There will undoubtedly be two lines of development.

Large companies will provide markets for livestock and fill the nation's complex demands. Their efficiency and service will depend upon the extent to which public sentiment permits their organizations to be complex in response to complex needs.

At the same time, smaller companies will dress cattle, sheep and hogs within a smaller radius and sell them in local territory.

Each sort of plant is necessary. Each is rendering good service.

The ultimate evolution of the packing industry will be determined by our national ideas and ideals as to how industry shall be organized. To those ideas and those ideals, when definitely formulated, the packing industry will ever be responsive.

### PACKERS' CASES TO GRAND JURY.

Proceedings against the five big meat packers ordered by the Attorney General will be presented to a grand jury in Chicago beginning September 15. John H. Atwood, of Kansas City, has been appointed a special assistant to the Attorney General, it was announced, to co-operate with Isador J. Kresel, of New York and Charles B. Morrison, of Chicago, for the prosecution of the case. The case will be instituted under the Sherman anti-trust laws. The packers will be charged with attempts to stifle competition in the sale of foodstuffs.

### INDIANA COLD STORAGE CASES.

Indictments charging twelve companies and commission merchants with violation of the Indiana cold storage law were returned on August 30 by the Marion County Grand Jury at Indianapolis, Ind., which has been investigating the high cost of living. The indictments were against the following companies and persons said to be responsible for their management: Indiana Refrigerating Company and John Gano, superintendent; Holt Ice and Cold Storage Company and Vernon C. Schaeffer, superintendent; Crescent Packing Company and George Gardner, superintendent; Armour & Co., local branch, and Harry O. McConkey, superintendent; Gessire & Co. and Paul Bessire, treasurer; Meier Packing Company and Louis Meier, president; Kingan & Co., and William H. Patrick, assistant superintendent; Benjamin F. Hitz, S. T. Hitz and A. D. Hitz of George Hitz & Co., and E. F. Shideler, Frank L. Hartsook, Paul Bessessi and Leroy Keach, the latter four being commission merchants.

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, September 4, 1919.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 39@41c.; green hams, 8@10 lbs. ave., 35c.; 10@12 lbs. ave., 34½c.; 12@14 lbs. ave., 34¼c.; 18@20 lbs. ave., 34½c.; green clear bellies, 8@10 lbs. ave., 35½c.; 10@12 lbs. ave., 35¼c.; 12@14 lbs. ave., 35c.; green rib bellies, 10@12 lbs. ave., 33½c.; 12@14 lbs. ave., 33¼c.; S. P. clear bellies, 6@8 lbs. ave., 31c.; 8@10 lbs. ave., 31c.; 10@12 lbs. ave., 31c.; 12@14 lbs. ave., 30c.; S. P. rib bellies, 10@12 lbs. ave., 29c.; 12@14 lbs. ave., 29c.; S. P. hams, 8@10 lbs. ave., 34c.; 10@12 lbs. ave., 33½c.; 18@20 lbs. ave., 33¼c.; city steam lard, 26½@26¾c.; compound, 26¼c.; dressed hogs, 30c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 35c.; 10@12 lbs. ave., 34c.; 12@14 lbs. ave., 33c.; 14@16 lbs. ave., 32c.; skinned shoulders, 26c.; boneless butts, 33c.; Boston butts, 28c.; lean trimmings, 24c.; regular trimmings, 22c.; spareribs, 16c.; neck ribs, 5c.; kidneys, 6c.; tails, 10c.; snouts, 7c.; livers, 2c.; pig tongues, 27c.



# FOR PURCHASING DEPARTMENTS

## OIL SPECIALIST WITH BRECHT.

R. V. Cook, until recently research engineer of the Koppers Company of Pittsburgh, has joined the sales engineering staff of the Brecht Company, St. Louis. Mr. Cook will specialize in hydrogenation equipment, or oil hardening plants, which recently have been perfected by the Brecht Company under the patented process of Dr. Carleton Ellis and the Hydrogenated Oil Company.

## ANOTHER CONVENTION CALL.

The Cincinnati Butchers' Supply Company, which has always been a loyal "booster" for trade welfare, calls attention to the Packers' Convention at Atlantic City, N. J., on September 15, 16 and 17, as follows:

For convention all aboard,

"Pull together" is the word!

There we'll show our "Boss" machines,

Your best money-making means.

Stop in Ciney on your way—

We assure you it will pay.

## INDIAN PACKING COMPANY GROWS

The Indian Packing Co., with main offices in the Consumers Building, Chicago, Ill., and plants at Green Bay, Wis., and Providence, R. I., is one of the big meat canning enterprises of the trade. Recently this company was reincorporated under Delaware laws for \$4,250,000. The officers are F. L. Peck, president; H. R. Heyman, vice president; Geo. B. Gifford, treasurer; J. M. Clair, secretary. The company's stock is listed and shows a steady increase in value and the amount of business has grown so much that far more spacious offices are now occupied than those serving the original company. Vice-President Heyman, one of the well known figures of the trade, capable and courteous, is the active head of the business and is pushing it forward by leaps and bounds.

## FAIR AND UNFAIR COMPETITION.

Which is fair and which is unfair competition: for a large merchant to cut prices on standard goods to attract custom and thus undersell his smaller rival, or for the manufacturer to insist that all dealers shall make the same price for his goods in the market, and to enforce that insistence by declining to sell directly or indirectly to those who refuse thus to protect the small dealer?

This is not a new question, nor one which would call for much argument, it would seem. Yet the Federal Trade Commission has taken the position that the manufacturer who attempts to govern price maintenance is acting unfairly and in violation of the Federal Trade Commission act, in that this act declares all unfair methods of competition to be unlawful.

In accordance with that stand the Federal Trade Commission has served an order on the Beechnut Packing Company requiring it to desist from its sales policy of refusing to sell to price-cutters. In following this course the Beechnut Company was merely following what has come to be known as the "Colgate plan," so-called because Colgate & Company not only established the policy of meeting price-cutting by this method, but sustained its legality by decision of the Supreme Court of the United States when in-

dicted for violation of the Sherman Law.

The present action of the Federal Trade Commission against the Beechnut Packing Company does not question the decision of the Supreme Court in this case, but does declare that this sales policy does violate another law, namely, that which brought the Federal Trade Commission into existence.

Another point is, however, involved in this case which will be of vital interest to all manufacturers. In the Colgate case the decision was favorable to the "Colgate plan" of meeting price-cutting, in that the manufacturer merely refused to sell to retailers who would not maintain prices equal to all. The sales policy of the Beechnut Packing Company has gone further, and included the refusal to sell to dealers who, though they may themselves maintain prices, sell in turn to price-cutters. This is the question that will be argued before the United States Circuit Court of Appeals in New York, probably in October, Hon. Charles Evans Hughes appearing for the packing company, as he did for Colgate & Company.

## GERMAN VIEW WORLD PRODUCTION.

(Continued from page 19.)

going to be no drop in prices, no matter what artful devices are being used to bring about cheaper meat in the interest of the consumer.

In spite of the lifting of the blockade and foreign shipments of meat coming in, the German food administration was forced to raise the official maximum price of cattle. The former low prices caused the farmers to stop breeding cattle or selling secretly, instead of sending to the official slaughterhouses. The farmers withheld their cattle, and this strike finally forced the government to offer a raise. It is hoped the new prices will be attractive to the farmers and induce them to again deliver stock, thus increasing the domestic meat supply, which of course is much cheaper than imported goods.

The new prices fixed for cattle are as follows: Class A, 110 marks per cwt. (110 American pounds) at the stable door; Class B, 110 marks; and Class C, 80 marks.

In addition, the difference in animals destined for slaughter and animals used for other purposes, for breeding, draught, production of milk, etc., has been adjusted and, it is to be hoped, another grievance of the farmers happily removed.

Farmers, however, see the necessity of increasing the number of hogs immediately and considerably as a means of saving the cattle reserves. They demand removal of restrictions on fodder as a first step in the elimination of a network of restrictions and regulations brought about by war necessity. The farmers insist on open markets, the free sway of supply and demand, and no official control, assigning unproductive officials to productive labor.

The farmers are using as an effective argument the fact that the government is selling foreign pork at 11 marks per pound, while German farmers are still pinned down to maximum prices totally out of proportion when compared with prices paid for foreign meats.

## Shop Butchers Strike in Berlin.

Unsatisfactory conditions in the meat trade led to a strike of the boss butchers in the city of Tempelhof, a suburb of Berlin. They closed their shops and posted notices in their windows, saying they were forced to shut down by the injustice and unfairness perpetrated by the local authorities in the distribution of meat supplies. The local authorities passed along the blame to the national authorities.

The trouble came to a head when the butchers were handed domestic meat and charged foreign prices for it. The butchers claimed they were being cheated. The local authorities gave a novel excuse, saying there had not been enough imported meat to go around, and so they had been compelled to accept domestic meat in order to maintain the ration. But as the city had been entitled to imported meat, for which the butchers were expected to pay foreign prices, it was thought they should pay the same prices for domestic supplies as long as the imported goods were not available.

The butchers could not see the logic of the argument, but finally they were prevailed upon to reopen their stores. The government promised to stop "cheating."

## COLVER ACCUSES SIX INDUSTRIES

A hurried inventory of fuel, steel, lumber, textile, leather, and food stocks held by basic industries would disclose hoarding and speculation, William B. Colver and Victor Mordock of the Federal Trade Commission declared on August 26 before the House Appropriations Committee. They urged that the commission be provided funds for permanent work in compiling information regarding these basic industries, declaring that such information, with comparisons, would reveal causes when living costs rose suddenly.

Mr. Colver said the canned food industry was filled with speculators and that this condition was typical. The pack of canned goods this year is not yet completed, he said, but 80 per cent of it has been sold and resold since last January, with many of the sales purely speculative. To stop this speculation, enactment of legislation would be necessary, he said.

## NEW ENGLAND PACKERS' RATES.

The New England packing companies, notably North Packing Co. and John P. Squire & Co., have been permitted by the Interstate Commerce Commission to amend their complaints so that they specifically charge the railroads with having required them to declare the value of the hogs shipped by them as a condition precedent to the grant of the rates they did pay. Requiring shippers to declare the value of ordinary live stock is in violation of that part of the act to regulate commerce forbidding the railroads to limit their liability for loss and damage on ordinary livestock. They may not limit their liability on any class of traffic except upon permission from the regulating body. As to animals valuable for exhibition or breeding purposes they may, with the permission of the Commission, limit their liability.

# Chicago Section

Atlantic City? It seems the ayes have it. All aboard!

Chicago Board of Trade memberships are selling at \$9,500 net to the buyer. Possibly before this notice appears the price will be \$10,000. Going up!

Is it necessary to say any more about that special train than that Fred Burrows, George Gwyllym (alias "Salt") Williams and John T. Agar swing the destinies thereof? What furdur would you wish?

Another Latin platitude punctured all to everything—"Nivver spake ill av th' did." Spake or not, there do be some nasty things written (vide history and even the Bible) about some of the dear departed. Dying don't change our life records.

Pete Cosgrove was away fishing, got back about a week ago and wired Charley Sterne to get the gang together for a fish dinner, fish to arrive that afternoon. Charley herded the bunch and then went over to meet the fish. They came all right, a basket of 'em—one can of sardines!

J. B. (Joe) Ziegler, the grease and tallow dealer, is back from Yurup looking like a two-year-old. Someone jokingly remarked that Joe had made a flying trip. No joke, he did; covered over a thousand miles in an airplane. "Years of reconstruction ahead of all of us," sez Joe.

Overheard passing "Englewood High." Couple of young (over 16) ladies in animated conversational sparring match: "I should of gave it to him, but I hadn't thought of it a-tall." "Huh huh! Missed yer chanct, huh?" Business of chawing gum. We didn't wait for the opener in the second round.

Edward Morris says in substance in regards to packer investigations and investigators: "Get down to cases. Produce facts. Cut out theories. Give the public the straight of it. Don't equivocate. Come out in the open. Roll up your shirt sleeves and play 'em in plain sight, 'fair up and above board."

Of course you all know Eddie S. LaBart, (that S. means Speeder), the gentleman trying to get you all aboard that Atlantic City Special, Saturday, September 13, leaving at one p. m. over the Penn. R. R. Well, Edward needs a few more to sit in, or fill in, or fill up, any old way you like. That train is going to be a train to be remembered, a memory to be cherished until you embark on old Charon's boat. Observation, conservation, sleeping and dining cars through to Atlantic City without stop or change and the bunch already registered couldn't be beat on this mudlane sphere.

"Horse sense" by a Drover's Journal correspondent:

"I don't take this Kenyon bill very seriously, because I believe it is a bluff of Mr. Kenyon's to justify his collecting a salary from the government," said Elmer Torrence of Warren County, Ill. "It looks as though these congressmen and senators have to do something, and that is the reason there are so many bills introduced. If they would take half of the number and throw them away I think the nation would be better off. Now

we have too many laws with no enforcement. Let's have more enforcement and fewer laws, and there will be no need for anything like the Kenyon bill. If the packers are such as Mr. Kenyon claims, it seems to me there should be laws enough on the books to take care of them. If we can't enforce what we already have, more laws are useless."

## ST. LOUIS NOTES.

M. A. Bright, a well-known commission man at the National Stock Yards, received a long-distance telephone call from a government official in Washington on August 29, telling him that it is not likely that the Kenyon bill will pass in its present form, regarding it as too drastic to be a safe guide for business men. His informant predicted that when all the amendments to the bill are lined up and tacked on, the man who wrote the bill will not be able to recognize it.

The Piggly-Giggly Missouri Company, operators of chain grocery stores on the serve-yourself plan, after spending several months in securing locations in St. Louis, opened eight of their stores on Aug. 25. In addition to these they have obtained seven other leases and stores will be opened in these locations at a very early date. The Missouri company was financed entirely by St. Louis capital but is a subsidiary company of the company operating in Tennessee, Texas and other Southern states. George B. Wearren is president of the Missouri company.

Alterations are under way at the meat market of Solomon Kisk on 2700 Franklin avenue, St. Louis, Mo., including the installation of refrigerating equipment.

C. Gore has opened a new meat market on Washington street, St. Louis, Mo., and is having repairs made at the store including the installation of new refrigerating equipment.

**OSCAR F. MAYER & BRO.**  
PACKERS AND SAUSAGE MANUFACTURERS  
**APPROVED**  
BRAND  
SAUSAGE, HAMS, BACON AND LARD  
SUMMER SAUSAGE OUR SPECIALTY  
CHICAGO

**THE STADLER ENGINEERING CO.**  
ARCHITECTS AND ENGINEERS  
Specialties:  
PACKING HOUSES, ABATTOIRS, GARBAGE  
REDUCTION PLANTS and COLD  
STORAGE WAREHOUSES.  
327 So. La Salle St. Chicago, Ill.

H. C. GARDNER F. A. LINDBERG  
**GARDNER & LINDBERG**  
ENGINEERS  
Mechanical, Electrical, Architectural  
SPECIALTIES: Packing Plants, Cold Storage  
Manufacturing Plants, Power Installations, Investigations  
1134 Marquette Bldg. CHICAGO

**The Independent Packing Co.**  
41st & Halsted Sts., Chicago, Ill.  
Beef, Veal, Mutton and Pork,  
Finest and Select Brand  
HAMS AND BACON,  
SAUSAGE SPECIALTIES,  
BOILED HAMS,  
Forget-Me-Not PURE LARD  
Your Orders Solicited

**PACKERS ARCHITECTURAL & ENGINEERING CO.**  
WILLIAM H. KNEHANS, Chief Engineer  
ABATTOIR PACKING AND COLD STORAGE PLANTS  
Manhattan Building, Chicago, Ill. Cable Address, Pacapco

H. P. Henschien R. J. McLaren  
**HENSCHEN & McLAREN**  
Architects  
Old Colony Bldg. Chicago, Ill.  
PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION.

**INSULATION**  
**MUST BE GOOD TO OBTAIN**  
**SATISFACTORY RESULTS**  
"AND YOU CAN'T BEAT CORK!" THAS A FACK—BRACK an MACK  
OUR BOOKLET WILL INTEREST YOU. WRITE US  
**THE UNION INSULATING CO. Great Northern Building CHICAGO**

# ANHYDROUS SUPREME AMMONIA

**"EVERY OUNCE ENERGIZES"**

**NH<sub>3</sub>**

Used by most of the leading packers throughout the United States.

**SUPREME** means pure, dry, highest quality Anhydrous Ammonia.

**Less Power and Less Coal = Less Expense.**

**Better Refrigeration  
and More Satisfaction** } = **Greater Efficiency.**

**MORRIS & COMPANY**

Chicago Kansas City E. St. Louis Oklahoma City So. St. Joseph New York City

## BONE CRUSHERS



### WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9

**THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.**

General Sales Dept., Old Colony Bldg.

**CHICAGO**

Works:  
**ST. LOUIS**

67 Second St.  
**SAN FRANCISCO**

Established 1877  
**W. G. PRESS & CO.**  
175 W. Jackson Bl'vd, Chicago  
**PORK, LARD, SHORTRIBS**  
*For Future Delivery*  
GRAIN Correspondence Solicited **STOCKS**

## John Agar Co.

Union Stock Yards **CHICAGO, ILL.**

**Packers and Commission  
Slaughterers**

**Beef, Pork and Mutton**

Members of the American Meat  
Packers' Association

## CHICAGO PACKING COMPANY

**Beef and Pork Packers**

Boneless Beef Cuts

Sausage Materials

Commission Slaughterers

**U. S. GOVERNMENT INSPECTION**

Correspondence Solicited

**UNION STOCK YARDS  
CHICAGO**

## Thomson & Taylor Spice Company

*Recleaned Whole and Ground*

*Spices for Meat Packers*

**CHICAGO**

**ILLINOIS**

**See Page 53 for Business Chances**



## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Tuesday, Aug. 26.....	18,521	3,025	33,136	35,020
Wednesday, Aug. 27.....	12,523	2,243	17,119	30,326
Thursday, Aug. 28.....	10,527	3,000	27,065	27,750
Friday, Aug. 29.....	5,241	1,100	12,877	5,816
Saturday, Aug. 30.....	3,123	656	2,779	878
Monday, Sept. 1.....	16,000	3,000	13,000	28,000
Total last week.....	74,080	13,941	122,987	139,479
Week ago.....	57,399	14,768	67,829	123,418
Year ago.....	74,231	8,486	86,318	128,610
Two years ago.....	67,480	8,684	34,045	51,443

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Tuesday, Aug. 26.....	3,378	481	1,803	9,257
Wednesday, Aug. 27.....	5,743	361	2,751	9,762
Thursday, Aug. 28.....	4,824	17	2,462	10,598
Friday, Aug. 29.....	3,809	215	3,103	8,054
Saturday, Aug. 30.....	2,417	32	2,535	6,581
Monday, Sept. 1.....	4,000	200	3,000	4,000
Total last week.....	24,044	1,714	18,131	43,443
Week ago.....	16,524	1,720	14,335	26,301
Year ago.....	16,551	846	13,870	41,136
Two years ago.....	12,905	541	8,200	11,638

## TOTAL RECEIPTS FOR YEAR TO AUG. 30.

	1919.	1918.
Cattle.....	2,059,473	2,200,485
Calves.....	502,158	480,424
Hogs.....	5,823,410	5,642,113
Sheep.....	2,791,969	2,290,721

## Combined receipts of hogs at eleven points:

	1919.	1918.
This week.....	384,000	300,000
Previous week.....	358,000	169,000
Cor. week, 1918.....	487,000	335,000
Cor. week, 1915.....	376,000	21,633,000
Total year to date.....	20,010,000	18,069,000
Same period, 1918.....	19,774,000	17,596,000
Same period, 1915.....	15,484,000	

## Combined receipts at seven points for week ending Aug. 30, 1919, with comparisons:

	Cattle.	Hogs.	Sheep.
This week.....	328,000	308,000	537,000
Previous week.....	287,000	228,000	464,000
1918.....	318,000	288,000	354,000
1917.....	253,000	121,000	207,000
1916.....	245,000	388,000	321,000
1915.....	198,000	254,000	307,000
1914.....	100,000	276,000	331,000

## TOTALS FOR YEAR WITH COMPARISONS.

	Cattle.	Hogs.	Sheep.
1919.....	6,823,000	17,872,000	7,608,000
1918.....	7,296,000	16,828,000	5,858,000
1917.....	6,120,000	14,882,000	5,598,000
1916.....	5,092,000	16,307,000	6,396,000
1915.....	4,377,000	13,688,000	6,170,000

## CHICAGO PACKERS' HOG SLAUGHTER.

	20,200
Armour & Co.....	5,500
Anglo-American.....	14,900
Swift & Co.....	8,100
Hammond Co.....	7,300
Morris & Co.....	9,400
Wilson & Co.....	3,600
Boyd-Lunham.....	7,300
Western Packing Co.....	3,100
Roberts & Oakie.....	2,600
Miller & Hart.....	3,300
Independent Packing Co.....	3,600
Breunan Packing Co.....	17,500
Others.....	106,400
Totals.....	61,700
Previous week.....	72,200
Year ago.....	

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$15.90	\$18.70	\$8.50	\$16.20
Previous week.....	15.95	19.50	10.25	17.35
Cor. week, 1918.....	16.00	19.00	12.25	17.65
Cor. week, 1917.....	12.90	17.30	10.25	17.00
Cor. week, 1916.....	9.85	10.60	7.10	10.50
Cor. week, 1915.....	9.10	7.65	5.75	8.90
Cor. week, 1914.....	9.25	9.20	5.00	7.40

Cor. week, 1913.....	8.50	8.00	4.25	7.30
Cor. week, 1912.....	8.25	8.34	4.10	6.80
Cor. week, 1911.....	7.10	7.11	3.00	5.00

## CATTLE.

Prime steers.....	\$17.00@17.75
Good to choice steers.....	14.50@17.50
Medium to good steers.....	12.00@14.50
Plain to medium steers.....	11.00@13.00
Yearlings, fair to choice.....	12.50@17.50
Stockers and feeders.....	8.50@12.00
Good to prime cows.....	10.00@12.25
Fair to prime heifers.....	11.00@14.50
Fair to good cows.....	6.80@10.00
Canners.....	5.50@6.00
Cutters.....	6.00@6.75
Bologna bulls.....	6.75@7.25
Butcher bulls.....	10.00@13.00
Veal calves.....	19.00@20.50

## HOGS.

Choice light butchers.....	\$20.15@20.80
Medium wt. butchers, 240-270 lbs.....	19.75@20.70
Heavy wt. butchers, 270-350 lbs.....	18.50@19.75
Mixed packing.....	16.75@18.50
Heavy packing.....	16.80@17.50
Rough packing.....	16.00@16.75
Pigs, fair to good.....	15.00@18.00
Stags (subject to 80 lbs. package).....	17.00@18.75

## SHEEP.

Yearlings.....	\$9.00@11.50
Western lambs.....	13.00@15.00
Native lambs.....	11.50@14.50
Feeding lambs.....	11.00@14.00
Native ewes, fair to choice.....	5.00@8.25
Wethers.....	6.00@10.00
Bucks.....	3.00@6.50

## CHICAGO PROVISION MARKET

## Range of Prices.

## SATURDAY, AUGUST 30, 1919.

PORK—(Per bbl.)—				
September.....	40.50	40.50	40.50	40.50
October.....	38.40	38.40	37.37	37.37
LARD—(Per 100 lbs.)—				
September.....	28.15	28.15	27.67	27.67
October.....	27.90	28.15	27.62	27.65
RIBS—(Boxed, 25c. more than loose)—				
September.....	22.20	22.20	21.80	21.87
October.....	22.37	22.37	21.92	21.97

## MONDAY, SEPTEMBER 1, 1919.

## Holiday.

## TUESDAY, SEPTEMBER 2, 1919.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
September.....	\$42.00	\$42.25	\$42.00	\$42.00
October.....	38.50	38.50	38.25	38.25
LARD—(Per 100 lbs.)—				
September.....	27.90	28.00	27.75	27.80
October.....	27.50	27.75	27.40	27.50
January.....	24.35	24.60	24.15	24.20
RIBS—(Boxed, 25c. more than loose)—				
September.....	22.20	22.32	22.20	22.50
October.....	21.85	22.65	21.85	22.50

## WEDNESDAY, SEPTEMBER 3, 1919.

PORK—(Per bbl.)—				
September.....	41.50	42.00	41.25	41.20
October.....	37.00	37.30	35.70	37.25
LARD—(Per 100 lbs.)—				
September.....	28.00	28.00	27.10	27.10
October.....	27.30	27.40	26.70	26.70
January.....	23.95	24.00	23.45	23.45
RIBS—(Boxed, 25c. more than loose)—				
September.....	22.00	22.00	21.55	21.60
October.....	22.00	22.00	21.37	21.47

## THURSDAY, SEPTEMBER 4, 1919.

PORK—(Per bbl.)—				
September.....	42.00	42.00	42.00	42.00
October.....	37.00	37.00	35.50	37.00
LARD—(Per 100 lbs.)—				
September.....	26.80	26.85	25.95	26.40
October.....	26.50	26.65	25.55	26.00
January.....	23.45	23.50	22.25	22.70
RIBS—(Boxed, 25c. more than loose)—				
September.....	21.40	21.90	21.05	21.60
October.....	21.40	21.40	20.90	21.45

## FRIDAY, SEPTEMBER 5, 1919.

PORK—(Per bbl.)—				
September.....	42.75	42.75	42.75	42.75
October.....	37.90	39.15	37.85	39.10

LARD—(Per 100 lbs.)—				
September.....	27.20	27.50	27.20	27.50
October.....	26.00	27.05	26.00	27.05
RIBS—(Boxed, 25c. more than loose)—				
September.....	21.50	22.75	21.75	22.60
October.....	21.35	22.50	21.55	22.50

†Bid. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

## Beef.

Native Rib Roast.....	35	@45
Native Sirloin Steaks.....	40	@50
Native Porterhouse Steaks.....	50	@60
Native Pot Roasts.....	28	@35
Rib Roasts from light cattle.....	25	@30
Beef Stew.....	18	@26
Boneless Corned Briskets, Native.....	28	@35
Corned Rumps, Native.....	25	@30
Corned Ribs.....	20	@22
Corned Flanks.....	20	@22
Round Steaks.....	30	@38
Round Roasts.....	28	@35
Shoulder Roasts.....	28	@35
Shoulder Neck End, Trimmed.....	22	@25

## Lamb.

Hind Quarters, fancy.....	35	@40
Fore Quarters, fancy.....	28	@32
Legs, fancy.....	35	@40
Stew.....	20	@25
Chops, shoulder, per lb.....	35	@38
Chops, rib and loin per lb.....	45	@50
Chops, French, each.....	45	@50

## Mutton.

Legs.....	25	@28
Stew.....	16	@20
Shoulders.....	25	@30
Shoulder Steaks.....	24	@28
Hind Quarters.....	25	@28
Fore Quarters.....	18	@22
Rib and Loin Chops.....	30	@35
Shoulder Chops.....	25	@28

## Pork.

Pork Loin.....	38	@40
Pork Chops.....	42	@45
Pork Shoulders.....	28	@32
Pork Tenderloins.....	55	@60
Pork Butts.....	35	@38
Spare Ribs.....	20	@22
Hocks.....	20	@22
Pigs' Heads.....	18	@20
Leaf Lard.....	40	@40

## Veal.

Hind Quarters.....	25	@32
Fore Quarters.....	17	@20
Legs.....	30	@35
Breasts.....	25	@28
Shoulders.....	25	@28
Cutlets.....	45	@45
Rib and Loin Chops.....	35	@40

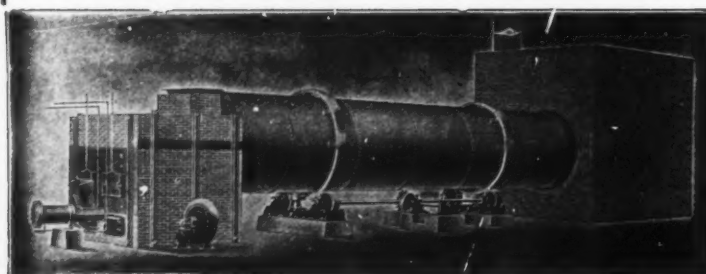
## Butchers' Offal.

Suet.....	22	@22
Tallow.....	44	@44
Bones, per cwt.....	75	@75
Calfskins, 8 to 15 lbs.....	85	@85
Calfskins, under 8 lbs.....	75	@75
Kips.....	63	@63

**POELS & BREWSTER, Inc.**  
Produce Exchange Bldg., New York  
Import Agents  
Hides, Skins, Pickled Pelts,  
Wool, Tallow and Casings

**The Horn & Supply Co.**  
Leominster, Mass.  
Horns, Hoofs, Horn Tips and Waste.  
Dealers in  
Manufacturers of  
Pressed Horn and Hoof.

## DRYERS AND CONTINUOUS PRESSES

Economical—Efficient  
—Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL  
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and  
Vegetable Matter. Installed in the largest packing-  
houses, fertilizer and fish reduction plants in the  
world. Material carried in stock for standard sizes.

Send for Catalogue T. B.

**American Process Co.**  
68 William St. - - New York

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers	23 1/2 @ 24 1/2
Good native steers	22 @ 24
Native steers, medium	21 @ 23
Helfers, good	18 @ 18
Cows	12 @ 17
Hind Quarters, choice	31 @ 31
Fore Quarters, choice	27 @ 27

## Beef Cuts.

Beef Tenderloins, No. 1	@ 60
Beef Tenderloins, No. 2	@ 55
Steer Loins, No. 1	@ 42
Steer Loins, No. 2	@ 38
Steer Short Loins, No. 1	@ 51
Steer Short Loins, No. 2	@ 44
Steer Loin Ends (hips)	@ 33
Steer Loin Ends, No. 2	@ 32
Cow Short Loins	@ 30
Cow Loin Ends (hips)	@ 28
Cow Loins	@ 18
Strip Butts, No. 3	@ 17
Steer Ribs, No. 1	@ 34
Steer Ribs, No. 2	@ 30
Cow Ribs, No. 1	@ 20
Cow Ribs, No. 2	@ 14
Cow Ribs, No. 3	@ 14
Rolls	@ 23
Steer Rounds, No. 1	@ 24
Steer Rounds, No. 2	@ 22
Cow Rounds	@ 15
Flank Steak	@ 28
Rump Butts	@ 20
Steer Chucks, No. 1	@ 17
Steer Chucks, No. 2	@ 16
Cow Chucks	@ 17
Boneless Chucks	@ 17
Steer Plates	@ 16 1/2
Medium Plates	@ 15
Briskets, No. 1	@ 18
Briskets, No. 2	@ 18
Shoulder Clods	@ 20
Steer Navel Ends	@ 16
Cow Navel Ends	@ 9
Fore Shanks	@ 8
Hind Shanks	@ 7
Hanging Tenderloins	@ 18
Trimnings	@ 12

## Beef Product.

Brains, per lb.	9 @ 10
Hearts	8 @ 9
Tongues	20 @ 30
Sweetbreads	33 1/2 @ 36
Ox Tail, per lb.	8 1/2 @ 10
Fresh tripe, plain	@ 9
Fresh tripe, H. C.	@ 9
Livers	7 @ 8
Kidneys, per lb.	4 1/2 @ 5

## Veal.

Heavy Carcass	16 @ 18 1/2
Light Carcass	30 @ 31
Good Carcass	28 1/2 @ 29 1/2
Good Saddle	32 @ 33
Medium Racks	@ 10
Good Racks	15 @ 19

## Veal Product.

Brains, each	9 @ 10
Sweetbreads	44 @ 48
Calf Livers	34 @ 38

## Lamb.

Medium Lambs	@ 25
Round Dressed Lambs	@ 27
Saddle Medium	@ 30
R. D. Lamb Fore	@ 24
Lamb Fore, Medium	@ 31
R. D. Lamb Saddle	@ 20
Lamb Fries, per lb.	10 @ 20
Lamb Tongues, each	4 @ 4
Lamb Kidneys, per lb.	23 @ 23

## Mutton.

Medium Sheep	@ 15
Good Sheep	@ 19
Medium Saddle	@ 23
Good Saddle	@ 22
Good Fore	@ 13
Medium Racks	@ 14
Mutton Legs	@ 22
Mutton Loins	@ 15
Mutton Stew	@ 8
Sheep Tongues, each	4 @ 4
Sheep Heads, each	11 1/2 @ 12

## Fresh Pork, Etc.

Dressed Hogs	@ 27
Pork Loins	@ 37
Leaf Lard	@ 32 1/2
Tenderloins	@ 53
Spare Ribs	@ 18
Butts	@ 33
Hocks	@ 16
Trimnings	@ 26
Extra Lean Trimnings	@ 27
Tails	@ 11
Snouts	@ 12
Pigs' Feet	@ 8
Pigs' Heads	@ 14
Rinde Bones	@ 9
Blade Meat	@ 18
Cheek Meat	@ 18
Hog Livers, per lb.	3 1/2 @ 4 1/2
Neck Bones	@ 7 1/2
Skinned Shoulders	@ 27
Pork Hearts	@ 10
Pork Kidneys, per lb.	@ 7
Pork Tongues	@ 30
Slip Bones	@ 9
Tail Bones	@ 10
Brains	8 1/2 @ 10
Backfat	@ 31
Hams	@ 34
Calas	@ 25 1/2
Bellies	@ 35

## SAUSAGE.

Columbia Cloth Bologna	@ 15 1/2
Bologna, large, long, round, in casings	@ 17
Choice Bologna	@ 17 1/2
Frankfurters	@ 23 1/2
Liver, with beef and pork	@ 19
Tongue and blood	@ 24
Minced Sausage	@ 20 1/2
New England Style Luncheon Sausage	@ 24
Prepared Luncheon Sausage	@ 23 1/2
Special Compressed Sausage	@ 23 1/2
Liberty Luncheon Sausage (Berliner)	@ 23 1/2
Oxford Lean Butts	@ 43
Polish Sausage	@ 20
Garlic Sausage	@ 18
Country Smoked Sausage	@ 21
Country Sausage, fresh	@ 30
Pork Sausage, bulk or link	@ 22
Pork Sausage, short link	@ 25
Boneless lean butts in casings	@ 23
Luncheon Roll	@ 21 1/2
Delicatessen Loaf	@ 21 1/2
Jellied Roll	@ 21

## Summer Sausage.

D'Aries, new goods	@ 45
Beef casing salami	@ 52
Italian salami (new goods)	@ 38
Holsteiner	@ 37
Metwurst	@ 44
Farmer	@ 44
Cervelat, new	@ 44

## Sausage in Brine.

Bologna, kits	@ 1.95
Bologna, 1/2 @ 1/2	3.20 @ 11.20
Pork, link, kits	@ 2.55
Pork, links, 1/2 @ 1/2	4.20 @ 14.70
Polish sausage, kits	@ 2.50
Polish sausage, 1/2 @ 1/2	4.10 @ 14.35
Frankfurts, kits	@ 2.30
Frankfurts, 1/2 @ 1/2	3.80 @ 13.30
Brink sausage, kits	@ 1.85
Blood sausage, 1/2 @ 1/2	2.70 @ 9.45
Liver sausage, kits	@ 1.80
Liver sausage, 1/2 @ 1/2	3.00 @ 10.50
Head cheese, kits	@ 1.80
Head cheese, 1/2 @ 1/2	3.10 @ 10.85

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$18.50
Pickled Plain Tripe, in 200-lb. barrels	19.00
Pickled H. C. Tripe, in 200-lb. barrels	21.00
Pickled Ox Lips, in 200-lb. barrels	—
Pickled Pork Snouts, in 200-lb. barrels	—
Sheep Tongues, short cut, barrels	70.50

## CANNED MEATS.

	No. 1/2	No. 1	No. 2	Per doz.
Corned beef	\$3.75	\$7.25	\$25.00	
Roast beef	3.75	7.25	25.00	
Roast mutton	3.75	7.25	25.00	
Shredded dried beef	\$1.70	2.40	4.05	45.00
Ox tongue, whole	18.75	58.50		
Luncheon tongue	3.65	6.25	11.00	43.50
Corned beef hash	1.50	2.75	5.75	
Roast beef hash	—	—	—	
Hamburger steak with onions	1.50	3.50	6.75	
Vienna style sausage	1.25	2.35	5.50	
Luncheon sausage	1.25	—	—	
Breakfast sausage	2.25	4.50	—	
Veal loaf, med. size	—	—	2.25	

## EXTRACT OF BEEF.

	Per doz.
2-oz. jars, 1 doz. in case	\$3.50
4-oz. jars, 1 doz. in case	6.75
8-oz. jars, 1/2 doz. in case	12.00
16-oz. jars, 1/2 doz. in case	21.00

## BARRELLED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@ 39.00
Plate Beef	@ 37.00
Prime Mess Beef	@ 39.00
Mess Beef	@ 37.00
Beef Hams (220 lbs. to bbl.)	—
Rump Butts	@ 37.00
Mess Pork	48.00
Clear Fat Backs	62.00
Family Back Pork	56.00
Bean Pork	52.00

## LARD.

Pure lard, kettle rendered, per lb., tes.	32 1/2
Pure lard	31 1/2
Lard substitute, tes.	—
Lard compounds	—
Cooking oil, per gal., in barrels	@ 26 1/2
Cooks' and bakers' shortening tubs	31 1/2
Barrels, 1/2 c. over tierces, half barrels, 1/4 c. over tierces; tubs and pails, 10 to 50 lbs., 1/4 c. to 1 c. over tierces.	—

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	@ 37
Cartons, rolls or prints, 1 lb.	@ 38
Cartons, rolls or prints, 2 @ 5 lbs.	@ 37 1/2
Shortenings, 30 @ 60 lb. tubs	@ 33
Nut margarine, prints, 1 lb.	@ 30

## DRY SALT MEATS.

	(Boxed. Loose are 1/4 c. less.)
Clear Bellies, 14 @ 16 avg.	@ 29.00
Clear Bellies, 18 @ 20 avg.	@ 28.75
Rib Bellies, 20 @ 25 avg.	@ 28.40
Fat Backs, 10 @ 12 avg.	@ 28.25
Fat Backs, 12 @ 14 avg.	@ 29.25
Fat Backs, 14 @ 16 avg.	@ 29.75
Extra Short Ribs	@ 28.50
Butts	@ 29.20
	@ 25.75

## WHOLESALE SMOKED MEATS.

Skinned Hams	@ 37 1/2
Calas, 4 @ 6 lbs., avg.	@ 25 1/2
Calas, 6 @ 12 lbs., avg.	@ 25 1/2
New York Shoulders, 8 @ 12 lbs., avg.	@ 20 1/2
Breakfast Bacon, fancy	@ 49
Dried Beef Sets	@ 45 1/2
Wide, 12 @ 14 avg., and strip, 6 @ 7 avg.	@ 35 1/2
Wide, 4 @ 6 avg., and strip, 3 @ 4 avg.	@ 35 1/2

## Rib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 6

AVG.	@ 34
Dried Beef Insides	@ 49 1/2
Dried Beef Knuckles	@ 45 1/2
Dried Beef Out Sides	@ 43 1/2
Skinned Boiled Hams	@ 54
Regular Boiled Hams	@ 53
Boiled Calas	@ 39
Cooked Loin Rolls	@ 60
Cooked Rolled Shoulder	@ 40

## SAUSAGE CASINGS.

## F. O. B. CHICAGO.

Beef rounds, per set	@ 18
Beef export rounds	@ 24
Beef middles, per set	@ 45
Beef bungs, per piece	@ 15
Beef wensands	@ 8 1/2
Beef bladders, medium	@ 60
Beef bladders, small, per doz.	@ 65
Hog casings, free of salt, regular	@ 1.40
Hog casings, f. o. b., extra narrow	@ 1.60
Hog middles, per set	@ 25
Hog bungs export	@ 21
Hog bungs, large	@ 15
Hog bungs, medium	@ 11
Hog bungs, narrow	@ 7
Hog stomachs, per piece	@ 10
Imported wide sheep casings	@ 1.90
Imported medium wide sheep casings	@ 1.70
Imported medium sheep casings	@ 1.55

## FERTILIZERS.

Dried blood, per unit	7.00 @ 7.10
Hoof meal, per unit	5.25 @ 5.50
Concentrated tankage, ground	6.00 @ 6.05
Ground tankage, 11%	6.30 @ 6.50
Ground tankage, 9 and 20%	6.10 @ 6.20
Crushed tankage, 9 and 20%	5.85 @ 5.95
Ground tankage, 6 1/2 and 30%	40.00 @ 42.00
Ground raw bone, per ton	42.00 @ 45.00
Ground steambone, per ton	33.00 @ 37.50

## HORNS, HOOFS AND BONES.

Horns, No. 1, per ton	210.00 @ 220.00
Horns, black, per ton	45.00 @ 50.00
Horns, striped, per ton	45.00 @ 50.00
Horns, white, per ton	80.00 @ 90.00
Flat shin bones, 40 lbs. av. per ton	65.00 @ 70.00
Round shin bones, 38-40 lbs. av. per ton	65.00 @ 70.00
Round shin bones, 50-52 lbs. av. per ton	75.00 @ 80.00
Long thigh bones, 90-95 lbs. av. per ton	120.00 @ 130.00
Skulls, jaws and knuckles, per ton	45.00 @ 50.00

## LARD.

Prime steam, cash	@ 28.00
Prime steam, loose	@ 27.50
Leaf	@ 29.00
Compound	28.00 @ 28.50
Neutral lard	34.00 @ 34.25

## STEARINES.

Prime oleo	19 @ 19 1/2
Tallow	18 1/2 @ 19
Grease, yellow, loose	15 1/2 @ 15 3/4
Grease A white, loose	18 @ 18 1/4

## OILS.

Oleo oil, extra	30 @ 30 1/2
Oleo oil, No. 2	27 @ 28
Oleo stock	26 @ 27
Linseed, loose, per gal.	1.95 @ 2.05
Corn oil, loose	16 1/2 @ 17
Soya bean oil, seller tank, f. o. b. coast	15 @ 15 1/2

## TALLOW.

Edible	13 1/4 @ 19 1/4
Prime country	18 1/2 @ 18 3/4
Packers' prime loose	18 1/4 @ 18 1/2
Packers' No. 1 loose	16 1/4 @ 17
Packers' No. 2	12 @ 12 1/4

## GREASES.

White, choice	17 1/2 @ 17 3/4
White, "A"	16 1/2 @ 16 3/4
White, "B"	15 @ 15 1/4
Bone, naphtha extracted	9 @ 9 1/2
Crackling	14 1/2 @ 15
House	13 @ 13 1/4
Yellow	14 @ 14 1/2
Brown	12 1/2 @ 12 3/4
Pigs' foot grease	18 @ 18 1/2
Gauze grease, loose	8 @ 8 1/4
Glycerine, C. P.	20 @ 20 1/2
Glycerine, dynamite	19 1/2 @ 20
Glycerine, crude soap	12 1/2 @ 13
Glycerine, candle	nom 14 @ 14 1/4

## COTTONSEED OILS.

P. S. Y., loose, Chicago	nom @ 27
P. S. Y., soap grade	nom @ 26 1/2
Soap stock, bbls., concn., 62 @ 65 f. o. b. Tex.	7 1/4 @ 7 1/2
Soap stock, loose, reg., 50% f. a. Chicago	3 1/4 @ 3 1/2

## COOKEPAGE.

Ash pork barrels, black iron hoops	1.85 @ 1.90
Oak pork barrels, black iron hoops	1.95 @ 2.00
Ash pork barrels, galv. iron hoops	2.05 @ 2.10
Red oak lard tierces	2.80 @ 2.85
White oak lard tierces	3.00 @ 3.05
White oak ham tierces	@ 3.30

## CURING MATERIALS.

Refined saltpetre, granulated, bbls.	@ 16
Refined saltpetre, crystals, bbls.	@ 18
Double refined nitrate of soda, gran., f. o. b. N. Y. & S. F.	@ 5 1/2
Double refined nitrate of soda, crystals	@ 6 1/2
Boric acid, crystals to powdered	13 1/2 @ 15
Borax, crystals to powdered	7 1/2 @ 8 1/2
Sugar	—
White, clarified	@ —
Yellow, clarified	@ —
Plantation, granulated	@ 9.00

## F. o. b. New Orleans. Less 2 per cent.

Salt—	—
Ashton, in sacks, 224 lbs.	—
Ashton, car lots, per sack	—
English packing, T. H. & Co., car lots, per sack	—
English packing, Cheeshire, car lots, per sack	—
English packing, pure dried, vacuum, per sack	—
English packing, Liverpool ground alum, per sack	—
Michigan, granulated, car lots, per ton	6.85
Michigan, medium car lots, per ton	7.85

\*Stocks exhausted.

# Retail Section

## PROBLEMS OF THE RETAIL DEALER.

At the recent convention of the United Master Butchers of America, held at Cleveland, O., the election of officers included the return to office of National Secretary John A. Kotal, of Chicago, who had retired during the past year to take up work with the U. S. Bureau of Markets. Mr. Kotal was head of an investigation of the retail meat business and its problems, and had this work well under way when Congress cut off the appropriation therefor, and the work stopped.

Mr. Kotal has returned to the retail meat business in Chicago and has resumed his office as secretary of the national organization of retailers. He acquired a broad view of the situation, both from his trade experience and his government service, and at the recent convention he discussed the whole problem facing the trade today in an address, part of which is as follows:

"It appears that the center of attack today is on the high cost of living and the retail meat dealer is accused in press reports and otherwise of greatly contributing to it. Nevertheless, wearing apparel, shoes, furniture and other commodities have risen as high and higher than meats.

"I believe that reputable retailers will welcome supervision and regulation that will prevent artificially fixing the elements of supply and demand, that will eliminate the scalpers and profiteers unnecessarily linked up in the chain of distribution, such as is done in re-sales.

"There is great need at the present time of publicity by the Federal government of data as to food supplies on hand, those exported and the methods and practices employed when foods are being placed in and removed from cold storage.

"I would advise the abolition of all price-fixing committees so as to permit local competition and initiative in business. I believe where price fixing committees functioned there has been a tendency to make the maximum price the minimum, and there certainly is keen competition among the retailers.

"There is, however, room for improvement in the retail meat trade by having suitable laws on misrepresentation of meats; or in other words, 'truth in advertising,' as too many retailers are advertising good and choice grade meats at ridiculously low prices, and it is unfair to the reputable retailer, as common and medium grades are substituted.

"Then again, producers throughout the country will read an occasional 'ad' about retailers selling sirloin and porterhouse for 50 or 60 cents per pound and even though they may have been cut from a choice grade of beef, the producer thinks he did not receive enough for his cattle shipped to market, forgetting that in his particular lot there was not an animal that would grade choice when dressed. So it is really beneficial to have market reports published that will enlighten all branches of the meat industry.

### Press Agitation Harmful.

"Many press reports published in the great daily papers on retailing of meats, quoting prices, etc., are hastily composed and excite the public mind. These reports are usually gathered by men unfamiliar with the science of meat retailing, and sufficient consideration is not given to the factors highly important to this branch of the industry.

"The publicity usually given is a comparison of prices of a market selling common and medium grades of beef without delivery and credit service, to one selling good and choice meat with a delivery and credit service.

"Due consideration of the distribution of

meat must include both the wholesale and retail branches of the meat industry. While the wholesaler's transactions are in large volume, it is the retailer that passes out the major part of the meat of the nation in pounds and ounces. The retail business is affected by increase or decrease in population, by prices of meats, by improved transportation facilities and the prosperity of the community.

"Certain classes of trade desire the choicest of meats; demand the select cuts and a high-class delivery service, regardless of price. In such a case the cost of doing business is much higher than where a direct selection of cut meats is made and not delivered.

"Men familiar with the meat business know that high prices are not necessarily conducive to large profits. Meats are perishable, a large volume with quick turnover and small profits is preferable to a wide margin of profit.

### Would Prefer Lower Prices.

"As prices rise the consumption of meat generally is curtailed. I believe the retailer and the packer would prefer to see all meat products sell for less than the prevailing prices if it would not embarrass production, because it would lead to greater consumption by the public and consequently to more business.

"The public must remember that a carcass of beef is not all sirloin and prime rib cuts; there are plates, rough flanks, suet, briskets, chucks, shanks, rounds with rumps and the neck.

"The so-called rough meats are sold for cost or less than cost, according to the demands of the consumer.

"Under normal trade conditions the prices of meat cuts such as loins, ribs, chucks, etc., are usually prorated according to relative value of the cuts in the carcass, and are subject to supply and demand, which in turn varies according to the season.

"It is well to remember that there are periods of the year when certain cuts, such as chucks, ribs or loins, are termed a drug on the market, and cause a proportionate advance on the cuts in demand. Such conditions directly influence retail cost to consumers.

"The price of meats is proportionately higher in wholesale cuts than the supposed value in carcass form. This is necessary to cover the cost of labor and accommodation in catering to the demands of the retail trade, which demands in turn are caused by the demand of the consumer. The price of meat is also affected by the cost of production and the cost of live stock.

### Food Values of Meat Cuts.

"The relative food values of meat are not understood by the average housewife, that is, from the standpoint of yields of protein and energy. The so-called neck, shank, clod, plate and chuck are the most economical, yet the demands of the public are preferably for sirloin and porterhouse steaks, of which there is only about 17% in each carcass."

### Recommendations as to Policy.

The following recommendations were submitted by Mr. Kotal for the consideration of the policy committee:

(1) To encourage the producer to raise more livestock by more efficient methods in economical raising and marketing, in order that the cost of meats be not too high, as the consumption of meat is good up to a certain price, but beyond that the consumption falls off.

(2) That our federal government watch our national meat and provision supplies that prices shall not be raised abnormally through a national shortage.

(3) That the housewife should be urged to use more of the coarse cuts of meat in her weekly menu.

(4) That our farmers be encouraged to raise more livestock.

(5) That the government supervise all so-called futures, as such deals have at times been an impediment to the production that would otherwise have been had.

(6) That a federal cold storage law be passed that uniformity in all states may be had.

(7) That aliens be obliged to become citizens of the United States before being granted a permit or license to enter into business.

(8) That we recommend for federal regulation and supervision the appointment of a Federal Economy Commission for the meat industry, composed of practical representatives of each branch of the meat industry, including the representatives of the producer, packer, retailer, consumer and U. S. Bureau of Markets, or Congress, the said commission to be an advisory body on all matters and problems of the industry.

### LOCAL AND PERSONAL.

B. S. Maples and T. A. Lawson are engaging in the meat and grocery business at Marshalltown, Ia.

Arlo Eckert has purchased the meat market of Giles & Rivers in Alma, Mich.

Kelley & Co., Detroit, Mich., have incorporated, with a capital of \$10,000, to handle meats and groceries.

H. F. Seafers has traded his meat business at Lawrence, Kas., to Fred Dutro.

Wood & Sheets have purchased the meat department of the Matthews Grocery Co., Norton, Kas.

Gus Wahl has sold his meat and grocery business at Lawrence, Kas., to Boring & Co.

Gregg & Newton have succeeded to the meat business of Ralph Gregg, Erie, Kas.

Henry Luetkens is about to engage in the meat business at Campbell, Neb.

A. Dilman has opened a meat business at Arapahoe, Neb.

The Callis Meat Market and the Gorsiche Meat Market, East Helena, Mont., were both destroyed in a fire which swept through a large section of the business district of that city.

L. B. Dore & Sons have let a contract for the erection of a meat market at Blackfoot, Idaho.

The contract has been let for a building which will be occupied by the Hosca Meat Co., Cutbank, Mont.

H. A. Duer has let the contract for a meat market at Clarion, Ia.

The Isanti Meat Market, Minneapolis, Minn., has been incorporated with a capital stock of \$30,000.

C. S. Scott has sold out his meat business at Sherrill, Ark., to W. J. Jernigan and J. H. Tuckere.

Nick Hoffman has opened a meat business at Lona, Minn.

A. D. Le Crest has opened a meat market at Winnebago, Minn.

Henry Luetkens will open a meat business at Campbell, Neb.

Stupp's Cash Meat Market, Delaven, Wis., operated by B. E. Wettergreen, manager, has been sold to a party from Belvidere, Ill.

B. Laubach and A. G. Shuman will operate Cullen's Meat Market, Janesville, Wis., after September 1st.

Louis N. Larson sold his meat market on Fremont avenue, Kenosha, Wis., to Joseph Hampel.

J. Stenejen sold his meat and grocery business on King street, Rhinelander, Wis., to Rudolph Larson, of Laona.

Henry Donatell has purchased the meat market of Toney Bonatelli, Spooner, Wis.



**ITALY'S BEEF CATTLE SHORTAGE.**

The close of the war finds Italy with a serious deficiency in livestock, and some means of overcoming this condition, especially in the matter of cattle, must be found at an early date. According to the livestock census of 1908, Italy at that time possessed 6,198,861 head of cattle. If it is considered that this allows only about 1 head of cattle for each 2 acres of farm and forest area, it will be appreciated that the supply of livestock even then was not sufficient for the needs of the country, and that Italy in this respect was in a very weak condition as compared with other European states.

It is estimated that in 1914 the number of cattle had increased to approximately 7,100,000, but an increased consumption during this period left Italy at the outbreak of the war in an even worse position than before. While the complete results of the livestock census of 1918 have not yet been made public, the number of cattle at this time is stated upon good authority to have been 6,200,000, which means that in the matter of supply Italy faces a situation which is no improvement over that existing 10 years ago, while the demand for meat products is greatly increased. In the invaded regions alone the number of cattle is said to have been reduced from 400,000 to 40,000.

According to calculations made by Prof. Antonio Pirocchi, of the Royal School of Agriculture of Milan, if Italy's consumption of beef continues at the same level as before the war there would be no manner in which the deficiency between the annual production of cattle and the quantity of beef required for food could be equalized except through importations, and there is every reason to believe that for several years at least the large importation of frozen beef into Italy, which has been carried on during the war will continue.

There were imported into Italy in the year 1913 approximately 10,000 tons of fresh beef, while in 1917 these imports were approximately 100,000 tons. If in the future 120,000 tons of beef are imported it would be possible for Italy to reduce the number of cattle slaughtered to about 900,000 head, assuming that the annual consumption amounts to 1,500,000 head. Thus if the annual increase in the number of cattle actually available amounted to 1,600,000 head, it would be possible to effect a saving of 700,000 head, in which case the replenishment of Italy's supply of cattle would be assured after two years, provided that the consumption of beef returned to the pre-war figures after the second year of peace.

The actual importation of beef into Italy at the present time is said to be only about 6,000 tons per month, nearly all of which is required for the needs of the army, and consequently this figure must be increased to at least 10,000 tons per month, unless Italy is to make serious inroads in its supply of cattle. Unfortunately, the problem of tonnage is a serious one, as beef can only be transported in vessels having special refrigerating facilities. Furthermore, to maintain regular importations adequate refrigerating facilities in Italy are also necessary, and at the present time such facilities are inadequate. The whole question of beef supply is being carefully studied by the Italian Minister of Agriculture.

**TO HOLD TRADE**

an accurate scale is an absolute necessity in the Butcher Shop.

**CHATILLON BUTCHERS' SCALES**

are so well-known for their efficiency and reliability that they are in daily use by butchers throughout the country.

Housewives everywhere are familiar with their merits and have confidence in the retailer who uses them.

Write for our Catalogue No. 19 fully illustrating and describing Chatillon Spring Balances and Scales.

85 Cliff Street **JOHN CHATILLON & SONS** New York, N. Y.

Established 1835



## Kissel Trucks for Uninterrupted Transportation Throughout the Winter Months

Owners in the growing and shipping business, realizing the great dependence they must place on motor trucks this winter, are investing in Kissel Trucks equipped with the ALL-YEAR Cab that—

Protects drivers in wet and stormy weather—removes the necessity of layups on account of rain or snow storms—discourages speeding to get under cover—diminishes possibilities of accidents and excessive wear and tear—increases the efficiency of the drivers by improving driving conditions—insures competent handling and care of trucks by attracting high class operators—keeps trucks in operation the year around regardless of weather.

In winter weather it is entirely enclosed, giving the driver a warm, dry, comfortable housing at all times.

For summer, the windshield, side, door and rear window are easily and quickly removed.

**Five sized Kissel Trucks— $\frac{3}{4}$  ton to 5 ton. Winter is just ahead—see your nearest Kissel dealer immediately. Catalogue, specifications and prices on request.**

**KISSEL MOTOR CAR CO., Hartford, Wis., U. S. A.**

# KISSEL TRUCKS

## Watch Page 53 for Business Chances

# New York Section

Swift & Company's sales of beef in New York City for the week ending August 30, 1919, averaged as follows: domestic beef, 16.73 cents per pound.

H. L. Skellinger, manager of Wilson & Company's beef department in New York branch house territory, has returned from a fortnight's vacation trip through New York state.

Isidore Garlick, 75, a retired meat dealer, died Tuesday at his home, 1287 Putnam avenue, Brooklyn. He was born in Germany and came to this country in early youth. He had lived in Brooklyn for many years. Mr. Garlick was the father of Harry Garlick, a Smith street meat dealer.

The Department of Health of the City of New York reports the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending August 30, 1919, as follows:

Manhattan, meat, 349 lbs.; poultry and game, 2,635 lbs.; Brooklyn, fish, 10 lbs.; The Bronx, meat, 4 lbs.

The well known broker, Mayer Katz, has been missed from his desk for some time. The reason is a business trip, visiting Chicago, St. Louis, Cleveland, Cincinnati, Madison, Ind., Detroit, Buffalo, Toronto and Montreal. He has a wide acquaintance throughout the country and his friends are always glad to see him. His return is expected in a few days.

George M. Worman, formerly manager of the Harrison, N. J., branch of Swift & Company, has recently become associated with the George F. Taylor Commission Company, 2 Rector street, New York City, brokers in fertilizer materials, heavy chemicals and bone black. Mr. Worman has charge of their fertilizer department, where his previous experience will be of benefit both to the trade and to the firm with which he is now connected.

Another of our boys, well known to the trade, has returned from the front, after a year's service overseas, in the person of Joseph Gold, of the firm of Simon Gold, of West Washington Market. Mr. Gold took part in different battles with his unit, the Sixth Regiment, U. S. Marines, who were always on the job when it came to going "over the top," and has fortunately returned unhurt. He reached New York about two weeks ago, and is back in harness again at the old stand, where a royal welcome awaited him from his many friends in the trade.

Joseph Stern & Sons, Inc., have a magnificent four-horse team of blacks that does justice to the fancy gold-trimmed harness that has been recently purchased. The team has been attracting wide attention both in New York and New Jersey and President and General Manager F. L. Bisbee has had requests from various organizations to have the wagon and team placed on exhibition. The hitch participated in a parade given by the United Master Butchers of America, Hudson County Branch, last Wednesday night, which was arranged for the purpose of advertising their picnic at Columbia Park, Union Hill, N. J.

Vice President J. C. Good of Wilson & Co. has been made chairman of the Meat and Allied Industries' Committee for the Actors' Fund Memorial drive in New York. This is to be a memorial to the memorable service given by the stage to all welfare causes during the war. Every theater in the country will devote a performance on December 5 to this fund, which is for old and disabled members of the profession. In New York all business interests are to participate, each taking a theater. Under Mr. Good's chair-

manship the meat trades will endeavor to outdo the others in making the largest possible returns for the amount of tickets allotted to them. Plans will be announced later.

At hearings in New York last week State Food Commissioner Porter explained to the investigators the difference between storing meats for future needs, and hoarding such supplies. He called attention to the fact that it took 2,000 carloads of food a day to feed the eight to nine million consumers tributary to New York City, and that 60,000 distributors were not too many. The system, he said, was fairly efficient and such defects as there were his department was trying to remedy. Dr. Porter said his bureau had finished an inspection of the cold storage plants in New York Aug. 14, and that out of forty-eight inspected there were forty-two which held no meats at all. The inspection was for the purpose of determining whether or not there was any hoarding of meat.

The incorporation of the Brooklyn Retail Butchers' Corporation was announced last week, with a capitalization of \$500,000, and with Charles Grismer, Albert Rosen and Nathan Strauss of Brooklyn as incorporators. Mr. Grismer is president; Messrs. Rosen and Strauss, vice-presidents, and Frank P. Burck is treasurer. The new corporation has purchased a lot and building at 631 Atlantic Avenue, which will be used as a cold storage house, in which the butchers in the organization will store meats bought in the open market from which place these meats will be taken as needed for the requirements of their trade. A portion of the building will be fitted up as club rooms, and may be used in future as the meeting place of the Brooklyn Master Butchers' Association.

Colonel H. A. Guinzburg, chairman of the Campaign Committee of the United Building Fund Campaign of the Federated Jewish Institutions, which is endeavoring to raise \$10,000,000 for the erection of hospitals, orphanages, day nurseries and other institutions in New York City, has announced that the butchers and poultry division will be thoroughly canvassed by committees which are now being organized in preparation for the indus-

trial campaign which will be launched in the beginning of September. President Walter Blumenthal, of the United Dressed Beef Co., who is chairman of the Butchers' and Poultry Division, has already reported pledges of \$6,000, preliminary to the launching of the drive.

The Oceanic Cheese & Sausage Company, of No. 515 West 16th Street, New York City, is a new concern. But the men at the head of it are very well known to the trade. They will be purveyors of dried sausage and cheese to all parts of the world. Arthur Abrahams, secretary and general manager, has been in the business for twenty years and knows it from every angle. Howard I. May, vice-president and treasurer, has been in this line for more than ten years and has an extensive acquaintance in the trade. Their associates are all men of experience and ability in their particular line. The president, E. Ross Millhiser, is a well-known business man. And, lastly, but by no means least, is the assistant manager, Will Simons, who will give his able support to the new firm in every possible way.

Men have various ways of digging up new ideas, whether it's a patent for a machine to run a live hog in one end and out the other end in the shape of hot dogs with mustard, or whether it's the way to write breezy and fresh "ad" copy. Some men go fishing, sit in a boat and think. Some men take long trips and think, some don't have to think. In the latter class is Charley Kesser, who writes the advertisements for the famous Hottmann meat cutting and mixing machines. He goes to the mountains of New Hampshire, climbs way up on top of the highest peak of Monadnock, and when the New England Zephyrs fan his heated brow he draws his inspiration for up-to-date words to tell the world the Hottmann is the real thing. The mountains of New Hampshire are beautiful, but can't be E.T. Sausage meat—well, that's quite a different story to a hungry man.

## NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO SEPTEMBER 1, 1919.

	Cattle	Calves	Sheep	Hogs
Jersey City .....	3,916	3,775	46,768	6,500
New York .....	2,825	6,035	1,393	10,709
Central Union .....	2,079	602	5,352	59
Totals .....	8,820	10,412	53,513	16,358
Totals last week .....	10,465	10,313	64,748	15,211

## Wholesale Meat Trade to Cooperate

A conference was held in New York City this week between Food Administrator Williams and representatives of packers and wholesale meat dealers, with a view to cooperation in handling meat questions. Last week retailers agreed with the Food Administrator on methods to be followed in arriving at "fair price" lists, and the further cooperation of the wholesalers will assure the public full information concerning meats, all the way from producer to consumer.

The wholesale meat men invited organized a Wholesale Meat Trade Committee to act formally and officially in this matter. Vice-President W. H. Noyes, of Swift & Company of New York, was elected chairman. L. E. Christian, the well-known wholesale representative, was chosen vice-chairman, and H. G. Mills, of Armour & Company, was made secretary. Those at the conference were George J. Edwards of Swift & Company, H. G. Mills of Armour & Company, Charles J. Higgins of Morris & Company, J. C. Good of Wilson & Company, Leo S. Joseph of the New York Butchers' Dressed Meat Company, Frederick Bisbee of Joseph Stern & Sons, W. H. Noyes of Swift & Company, I. Stiefel of Wilson & Co., A. E. Glasgow of Indian-

apolis Abattoir Company, L. M. Christian of West Washington Market, and Irving Blumenthal of the United Dressed Beef Company.

It is understood that this committee is to communicate daily with the Food Administrator, and to give wholesale prices and information as to livestock market and killing conditions from day to day which will enable the authorities to act intelligently in making up "fair price" lists and taking other steps.

### Wholesale Margin Less Than 1c. Per Pound.

The following statement regarding the conference was given out at the offices of the Food Administrator:

"Arthur Williams, Federal Food Administrator, reports a very gratifying conference this morning with representatives of the wholesale meat dealers of the city. The conference was representative of all the dealers. Those present pledged themselves to the heartiest cooperation with the Attorney General and the fair price committee in the supply of meat in this city at fair prices to the public. During the course of the conference it was brought out that at no time has the wholesale price margin on meats in this city reached or exceeded 1 cent a pound; in fact, it seemed clear that the average margin of the wholesalers is much under 1 cent a pound.

"One of the things the gentlemen present

emphasized is the importance of buying the cheaper, as well as the more expensive cuts of meat. They report a widespread era of buying only the most expensive cuts, making it difficult to dispose of the cheaper, but equally nutritious, parts. It is obvious that if some parts of the slaughtered animal must be sold at a loss the other parts must carry this loss.

"A permanent committee is to be formed, for advice, consultation, and help to the fair price committee, one of the objects being to keep the fair price committee informed of the wholesale meat conditions from time to time, that causes for changes may be explained to the public. This is another of the most important groups in the food supply which has pledged itself to aid the Federal Administration in every way lying in its power to reduce the cost of living to the people of New York."

The committee referred to is named above.

#### "FAIR PRICE" LIST FOR MEATS.

Following the agreement of last week between Food Administrator Arthur Williams of New York and the committee of retail butchers as to a "fair price" list for meats

at retail, Mr. Williams this week issued the first list in behalf of the Fair Price Committee for the guidance of consumers and retailers doing business on the "cash and carry" basis:

Quotations for September 2, 1919.

	Wholesale	Max.	Fair
	Prices.	Margin.	Prices.
Beef—Chucks of good and medium steers.....	10-12	.....	.....
Chuck steak.....	13	23-25	.....
Whole cross rib.....	20	30-32	.....
Cross rib.....	24	34-36	.....
Stew beef.....	13	23-25	.....
Hinds and ribs of good and medium steers.....	22-25	.....	.....
Sirloin steak.....	17	39-42	.....
Bottom round.....	19	41-44	.....
Rib roast, prime.....	18	40-43	.....
Whole top sirloin.....	15	37-40	.....
Cut top sirloin.....	19	41-44	.....
Lamb.....	18-21	.....	.....
Leg of lamb.....	14	32-35	.....
Rib chops.....	14	32-35	.....
Stew lamb (under cost).....	4	14-17	.....
Chucks.....	3	21-24	.....
Pork Products—Smoked hams (unwrapped)—8-18 lbs....	37-38½	8	45-46½
Smoked shoulders (picnics), 2½-7 lbs.....	26-27	7	33-34
Smoked bacon (unwrapped).....	38	13	51
Pork loins (Western light).....	35-37	.....	.....
Pork chops (end).....	8	43-45	.....
Pork chops (middle).....	12	47-49	.....

Note—The foregoing prices are maximum—any dealer may sell for less—and are based upon "cash and carry"; they do not include the cost of delivery service.

Personal visits to the stores, rather than ordering by telephone, are urged.

The prices quoted on meats are "Western dressed" and are based upon the United States Department of Agriculture reports. City dressed meats are slightly higher.

The master butchers of the city have agreed to show their wholesale bills upon request.

#### PLANNING A SMALL SMOKEHOUSE.

(Continued from page 20.)

The tracking inside the smokehouse is usually fastened to 6-inch I-beams to eliminate any fire risk.

The foundations for a smokehouse are either made of stone, concrete or brick, and not less than a 12 in. or 13 in. brick wall should be used on account of the heat radiation. There should be a fireproof ceiling, with about a 10-inch smokestack, and another false ceiling should be placed above the smokehouse ceiling proper. This will form an air circulation between the two ceilings and prevent any condensation from forming in the smokehouse.

The part in the smokehouse from the floor level down can be about three inches less in width than the smokehouse, as this overhang can be used as a rest for the grate.

The accompanying illustration, reproduced from The National Provisioner of November 16, 1918, shows how a small packer planned his smokehouse to get rid of the smoke. It will give you a good idea how to go about it. Further information on this subject will be printed in this department in a later issue.



## Western Sausage & Provision Co., Inc.

Packers and Exporters of

Provisions and Canned Specialties  
Fancy Sausages for All Nations

336 GREENWICH STREET, NEW YORK

Tel. Worth 4284, 615 and 616

Cable Address: Henboen

## REFRIGERATION EQUIPMENT

### Immediate Deliveries

Let us quote you on the refrigeration equipment you need. Good machines, fair prices, speed in installation. We offer for immediate delivery—

T. P. 1184. Four 10-12 Ton Vilter Vertical Belted Machines, rated 10½ Tons at 125 R.P.M., 12½ Tons at 150 R.P.M. Have been very little used. Compressors 9" x 9".

T. P. 978. 12 Ton Cleveland Belt Driven Horizontal Machine. Double acting compressor 7 x 12, Westinghouse 20 H.P., 60 cycle, 3 phase, 675 R.P.M. induction motor.

D. P. 45. 12 Ton Remington Vertical Belt Driven Machine. Compressor 5 x 9, compression side complete.

T. P. 307. 20 Ton Vilter Steam Driven Machine. Corliss horizontal engine 10" x 30". 3 stands atmospheric condensers 22 pipes high x 20' long, with oil separator, liquid receiver, suction strainers and drip tanks, etc.

C. G. 13. 25 Ton York Belt Driven Horizontal Machine. Compressor 9 x 9. Four double pipe condensers 10 pipes high x 10' long, receiver 24" x 8', trap 12" x 36". Brine coolers, 5 coils double pipe 10 pipes high x 18' long. Brine storage tank 20' x 48' x 6'.

T. P. 232. 50 Ton York Horizontal Steam Driven Machine. Compressor 13 x 26, Corliss engine 16 x 30.

D. P. 14. Sixteen 58.5 Ton Frick Steam Driven Vertical Machine. Two compressors 13½ x 20, Corliss engine 20" x 20". Six stands atmospheric condensers 24 pipes high x 20' long, oil trap 15" x 42", ammonia receiver and all connections necessary for complete high pressure side.

D. P. 38-9. Two 81.5 Ton Frick Steam Driven Vertical Machines. Compressors 2 cylinder 15 x 24, Corliss engine 22 x 24. Complete with atmospheric condensers, etc.

T. P. 1061-A. Two 65 Ton Great Lakes Steam Driven Vertical Machines. Compressors single acting 13½ x 24, tandem compound horizontal Corliss engine 12 x 22 x 24. Twelve stands double pipe condensers 12 pipes high x 19' long. Liquid receivers 16" x 10', oil separators, shell and tube type brine coolers.

T. P. 980-G. 100 Ton De La Vergne Steam Driven Vertical Machine. Compressor 2 cylinder double acting 11¾" x 22", Corliss engine 22 x 22.

Write or wire our nearest office for quotations.

**TECHNICAL PRODUCTS COMPANY, Inc.,**  
TECHNICAL SERVICE IN USED EQUIPMENT



Chicago  
728 Monadnock Building  
Wabash 731

New York  
501 5th Avenue  
Murray Hill 6488

St. Louis  
1945 Railway Exchange Bldg.  
Olive 3278





# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, common to very good.....	12.50@16.00
Oxen, ordinary to good.....	—@—
Bulls, common to good.....	6.25@ 8.50
Cows common to choice.....	3.50@ 7.50

## LIVE CALVES

Live calves, prime.....	24.25@25.00
Live calves, grassers.....	9.50@11.00
Live calves, skim milk and fed.....	11.00@13.00
Live calves, culls.....	14.00@17.00
Live calves, yearlings.....	6.00@ 9.00
Live calves, Western.....	10.00@13.00

## LIVE SHEEP AND LAMBS

Live sheep, wethers.....	—@—
Live sheep, ewes, prime.....	8.00@ 9.00
Live sheep, common to good.....	4.25@ 7.75
Live sheep, culls.....	2.00@ 4.00
Live lambs, prime.....	16.00@16.75
Live lambs, culls.....	7.00@ 8.50

## LIVE HOGS.

Hogs, heavy.....	@20.50
Hogs, medium.....	@20.50
Hogs, 140 lbs.....	@20.75
Pigs.....	@19.00
Roughs.....	@17.00

## DRESSED BEEF.

### CITY DRESSED.

Choice native heavy.....	@25
Choice native light.....	@25
Native, common to fair.....	@19

### WESTERN DRESSED BEEF.

Choice native heavy.....	@24
Choice native light.....	@22
Native, common to fair.....	@21
Choice Western, heavy.....	@21
Choice Western, light.....	@19
Common to fair, Texas.....	@16
Good to choice heifers.....	@24
Common to fair heifers.....	@21
Choice cows.....	@16
Common to fair cows.....	@12
Fresh Bologna bulls.....	@10

## BEEF CUTS.

	Western.		City.
No. 1 ribs.....	@28	29	@31
No. 2 ribs.....	@24		@28
No. 3 ribs.....	@14	25	@27
No. 1 loins.....	@35	37	@38
No. 2 loins.....	@30	34	@36
No. 3 loins.....	@20	30	@32
No. 1 hind and ribs.....	@30	27	@30
No. 2 hind and ribs.....	@26	24	@26
No. 3 hind and ribs.....	@22	21	@23
No. 1 rounds.....	@21		@23
No. 2 rounds.....	@18		@22
No. 3 rounds.....	@14		@21
No. 1 chuck.....	@14		@17
No. 2 chuck.....	@10		@16
No. 3 chuck.....	@ 7		@15

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@34
Veals, country dressed, per lb.....	@30
Western calves, choice.....	@29
Western calves, fair to good.....	@25
Grassers and buttermilks.....	@22

## DRESSED HOGS.

Hogs heavy.....	@29
Hogs, 150 lbs.....	@29
Hogs, 160 lbs.....	@29 1/2
Hogs, 140 lbs.....	@30
Pigs.....	@30 1/2

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring.....	@26
Lambs, choice.....	@24
Sheep, choice.....	@17
Sheep, medium to good.....	@15
Sheep, culls.....	@12

## PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@37
Smoked hams, 12 to 14 lbs. avg.....	@36 1/2
Smoked hams, 14 to 16 lbs. avg.....	@36 1/2
Smoked picnic, light.....	@26 1/2
Smoked picnic, heavy.....	@26
Smoked shoulders.....	@26
Smoked beef tongue, per lb.....	@48
Smoked bacon (rib in).....	@38
Dried beef sets.....	@48
Pickled bellies, heavy.....	@34

## FRESH PORK CUTS.

Fresh pork loins, city.....	@43
Fresh pork loins, Western.....	@38
Frozen pork loins.....	@33
Fresh pork tenderloins.....	@50
Frozen pork tenderloins.....	@47
Shoulders, city.....	@30

Shoulders, Western.....	@28
Butts, regular fresh Western.....	@32
Butts, boneless fresh Western.....	@35
Fresh hams, city.....	@38
Fresh hams, Western.....	@38
Fresh picnic hams, Western.....	@28

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	90.00@ 95.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.....	80.00@ 85.00
Black hoofs, per ton.....	55.00@55.00
Striped hoofs, per ton.....	55.00@55.00
White hoofs, per ton.....	85.00@ 95.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.....	150.00@160.00
Horns, avg. 7 1/4 oz. and over, No. 1's.....	225.00@240.00
Horns, avg. 7 1/4 oz. and over, No. 2's.....	150.00@175.00
Horns, avg. 7 1/4 oz. and over, No. 3's.....	100.00@125.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd.....	@38c.	a pound
Fresh steer tongues, untrimmed.....	@27c.	a pound
Fresh cow tongues.....	@23c.	a pound
Calves' heads, scalded.....	@70c.	a piece
Sweetbreads, veal.....	@100c.	a pair
Sweetbreads, beef.....	@40c.	a pound
Calves' livers.....	@40c.	a pound
Beef kidneys.....	@18c.	a pound
Mutton kidneys.....	@8c.	each
Livers, beef.....	@14c.	a pound
Ortals.....	@14c.	a pound
Hearts, beef.....	@14c.	a pound
Balls, beef.....	@30c.	a pound
Tenderloin beef, Western.....	@50c.	a pound
Lambs' fries.....	@12c.	a pair
Fresh lean pork trimmings.....	@26c.	a pound

## BUTCHERS' FAT.

Ordinary shop fat.....	@ 6
Suet, fresh and heavy.....	@12
Shop bones, per cwt.....	@35

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@1.90
Sheep, imp., medium wide, per bundle.....	@1.75
Sheep, imp., medium, per bundle.....	@1.55
Sheep, imp., narrow, per bundle.....	@ .95
Hog, free of salt, tea or bbis., per lb. f. o. b. New York.....	@1.40
Hog, extra narrow, selected, per lb.....	@1.65
Hog middles.....	@27
Hog bungs.....	@16
Hog bungs, export.....	@21
Beef rounds, domestic, per set, f. o. b. New York.....	@20
Beef rounds, export, per set, f. o. b. New York.....	@26
Beef bungs, piece, f. o. b. New York.....	@20
Beef middles, per set, f. o. b. New York.....	@40
Beef weasands, No. 1s, each.....	@ 8 1/4
Beef weasands, No. 2s, each.....	@ 4
Beef bladders, small, per doz.....	@ .95

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	35	37
Pepper, Sing., black.....	23	25
Pepper, red.....	20	23
Allspice.....	11	14
Cinnamon.....	28	29
Coriander.....	8	10
Cloves.....	42	47
Ginger.....	25	28
Mace.....	55	60

## CURING MATERIALS.

Refined saltpetre, granulated, bbis.....	@13 1/4
Refined saltpetre, crystals, bbis.....	@14 1/4
Double refined nitrate of soda, gran., f.o.b. N. Y.....	@ 5 1/4
Double refined nitrate of soda, crystals.....	@ 6 1/4

## GREEN CALFSKINS.

No. 1 skins.....	@ 1.10
No. 2 skins.....	@ 1.08
No. 3 skins.....	@ .85
Branded skins.....	@ .95
Ticky skins.....	@ .95
No. 1 B. M. skins.....	@ 1.08
No. 2 B. M. skins.....	@ 1.06
No. 1, 9 1/4-12 1/4 lbs.....	@10.25
No. 2, 9 1/4-12 1/4 lbs.....	@10.05
No. 1 B. M., 9 1/4-12 1/4 lbs.....	@10.05
No. 2 B. M., 9 1/4-12 1/4 lbs.....	@ 9.85
Branded skins, 9 1/4-12 1/4 lbs.....	@ 8.85
Ticky skins, 9 1/4-12 1/4 lbs.....	@11.25
No. 1, 12 1/4-14 lbs.....	@11.00
No. 2, 12 1/4-14 lbs.....	@11.00
No. 1 B. M., 12 1/4-14 lbs.....	@11.00
No. 2 B. M., 12 1/4-14 lbs.....	@10.75
No. 1 kips, 14-18 lbs.....	@11.50
No. 2 kips, 14-18 lbs.....	@11.25
No. 1 R. M., 14-18 lbs.....	@11.25
No. 2 R. M., 14-18 lbs.....	@12.00
No. 1 heavy kips, 18 lbs. and over.....	@11.75
Branded kips.....	@10.00
Heavy branded kips.....	@10.50
Ticky kips.....	@10.00
Heavy ticky kips.....	@10.50

All skins must have tall bone cut.

## DRESSED POULTRY.

Ducks—Fresh—Dry packed—

Long Island and Penn., spring.....	@35
Michigan, spring.....	@—

Chickens—Fresh, dry-packed, 12 to box—

W'n. milk fed, 17 lbs. and under to doz., lb.....	@42
W'n. milk fed, 18 to 24 lbs. to doz., lb.....	@43
W'n. milk fed, 25 to 30 lbs. to doz., lb.....	@42
W'n. milk fed, 31 to 36 lbs. to doz., lb.....	@37
W'n. milk fed, 37 to 42 lbs. to doz., lb.....	@37
W'n. milk fed, 43 to 47 lbs. to doz., lb.....	@39
W'n. corn fed, 17 lbs. and under to doz., lb.....	@39
W'n. corn fed, 18 to 24 lbs. to doz., lb.....	@40
W'n. corn fed, 25 to 30 lbs. to doz., lb.....	@39
W'n. corn fed, 31 to 36 lbs. to doz., lb.....	@36
W'n. corn fed, 37 to 42 lbs. to doz., lb.....	@34
W'n. corn fed, 43 to 47 lbs. to doz., lb.....	@35

Chickens—Fresh iced, barrels—

W'n. milk fed, 2 to 2 1/2 lbs. to pair, lb.....	@35
W'n. milk fed, 3 to 4 lbs. to pair, lb.....	@37
W'n. milk fed, 5 to 6 lbs. to pair, lb.....	@33
W'n. corn fed, 2 to 2 1/2 lbs. to pair, lb.....	@34
W'n. corn fed, 3 to 4 lbs. to pair, lb.....	@32
W'n. corn fed, 5 to 6 lbs. to pair, lb.....	@30
W'n. scalded, mixed sizes, lb.....	@32
Southwestern, milk fed, kgs, lb.....	@32
Southwestern, corn fed, kgs, lb.....	@31
Va., milk fed, 3 to 4 lbs. to pair, lb.....	@37
Va., milk fed, 5 to 7 lbs. to pair, lb.....	@35
Philadelphia, 2 to 4 lbs. to pair, lb.....	@30
Nearby Jersey & L. I., 2 to 4 lbs. to pair, lb.....	@30
State and Pa., 2 to 4 lbs. to pair, lb.....	@45

Fowls—Fresh—Boxes—Dry packed, milk fed—

Western, 60 lbs. and over to dozen.....	@40
Western, 48 to 56 lbs. to dozen.....	@38 1/2
Western, 43 to 47 lbs. to dozen.....	@36
Western, 38 to 42 lbs. to dozen.....	@33
Western, 30 to 35 lbs. to dozen.....	@32
Western, under 30 lbs. to dozen.....	@31

Fowls—Fresh—Dry packed, barrels—

Western, 5 lbs. and over.....	@36 1/4
Southwestern, dry-picked, mixed weights.....	@35

Old Cocks—Fresh—Dry packed, barrels—

Dry-picked No. 1.....	@24
-----------------------	-----

Other Poultry—

Squabs, prime, white, 10 lbs. to doz., per doz.....	8.50@9.00
---	-----------

## LIVE POULTRY

Spring chickens, broilers, via exp. per lb.....	@32
Chickens, fancy, via express, per lb.....	@—
Young roosters.....	@—
Fowls, via express.....	@33
Roosters, old.....	@22
Turkeys, via freight.....	@30
Geese.....	@20
Ducks, Long Island, spring, per lb.....	@38

## BUTTER.

Creamery (92 score).....	@58
Creamery, higher (scoring lots).....	@58 1/2
Creamery firsts.....	@57 1/2
Process firsts.....	@—
Process extras.....	@—

## EGGS.

Fresh gathered, extras, per dozen.....	@56
Fresh gathered, extra firsts.....	@52
Fresh gathered, firsts.....	@51
Fresh gathered, seconds.....	@48
Fresh gath., checks, good to choice, dry.....	@36
Fresh gathered, checks, undergrades.....	@25

## FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton.....	@38.00
Bone meal, raw, per ton.....	@45.00
Dried blood, high grade.....	@ 7.00
Nitrate of soda—spot.....	@ 8.25
Bone black, discard, sugar house del. New York.....	nom. 40.00
Ground tankage, N. Y., 9 to 12 per cent. ammonia.....	7.00 and 10c.
Garbage tankage.....	@10.50
Fish scrap, dried, 11 p. e. ammonia and 15 p. e. bone phosphate, delivered, Baltimore.....	@—
Foreign fish guano, testing 15% ammonia and about 10% B. Phos. Lime.....	@—
Wet, acidulated, 7 p. e. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid).....	@—
Sulphate ammonia, for shipment, per 100 lbs. guar., 25%.....	@ 4.75
Sulphate ammonia, per 100 lbs. spot guar., 25%.....	@ 4.75

